

THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879 Established 1882

PUBLISHED BY Mitchell Brothers Publishing Co. } A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. } One Dollar Per Annum SINGLE COPIES, 15 CENTS

VOL. XLV 431 South Dearborn Street, Chicago, Ill., April 15, 1927 NO. 10

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKenna & Strasser

GRAIN

60 Board of Trade
CHICAGO

GRAIN DRIERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS
SPECIAL DRY-



ROTARY DRIERS
TRUCK DRIERS
STERILIZERS
FANS
STEAM TRAPS
OAT BLEACHERS
ING APPARATUS

WILLEY ELLIS COMPANY

Successors to

THE ELLIS DRIER COMPANY

1201-1229 So. Talman Avenue

CHICAGO, U. S. A.

Dried Buttermilk

100 lb. Paper Lined Sacks

Dry Skim Milk

Paper Lined Barrels

**Cod Liver Oil
and Meal**

FEED FORMULAS

FEED PLANT EQUIPMENT

FEED SYSTEM ENGINEERING

S. T. EDWARDS & CO.

110 S. Dearborn St. Chicago, Ill.

WHY-A-LEAK —STOP IT—

BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed. MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

**THE KENNEDY CAR LINER &
BAG COMPANY**

SHELBYVILLE, IND.

Canadian Factory at Woodstock,
Ontario

ELEVATORS — CONVEYORS

Caldwell Products

Power Transmission Machinery
—Bearings, Shafting, Pulleys,
Machine Molded Gears, Cut
Gears, Chains and Wheels

Designed and Built for Dependable Service.
To Handle All Kinds of Materials Economically.
Quick Service. Personal Attention. Satisfaction.

H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER

Dallas, Texas, 810 Main St. CHICAGO, 1700 S. WESTERN AVE. New York, Woolworth Bldg.

Caldwell Products

Elevating and Conveying Machinery — Car Spotters, Gear Housings, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings, etc.



"THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal
2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

Patented July 30, 1907

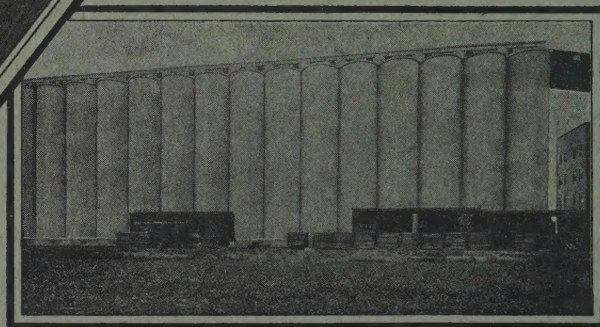
THE MANHATTAN RUBBER MFG. COMPANY

Executive Offices and Factories
Passaic, New Jersey

Manufacturers of Mechanical Rubber Goods of all kinds.
Specialists on Conveyor and Elevator Belting
Branches in leading cities of the United States



Progress!



With more grain to handle and more speed needed—Diamond Belts are the expert's choice!

The rapid growth of the grain business of the Omaha market caused the erection of this 850,000 bushel annex to the 200,000 bushel elevator of the Chicago, Rock Island and Pacific Railroad Company at Council Bluffs, Iowa.

All the concrete work was poured monolithically, and the bins were completed and receiving grain within ninety days after ground was first broken.

In the erection of this new elevator, the Folwell-Ahlskog Company, Contractors, used the most improved methods, and selected only materials made to the highest standards.

In line with this policy Diamond Rubber Belts were selected to handle the grain. Two 36" conveyor belts carry it to the bins, and two similar belts transfer it from the bins to the work house. A 30" Diamond Grain Conveyor and a 26" Diamond Grain Elevator Belt also assist in doing the work.

THE DIAMOND RUBBER CO., INC., Akron, Ohio

Select

Diamond

RUBBER
BELTS

—capitalize the investigation and experience
of the country's biggest buyers

Installed 4 years—300,000 bushels dumped yearly—*nothing spent for repairs*



Kewanee

All Steel Truck Lift

The Farmers Elevator Co., Buffalo, N. Dak., installed a Kewanee 4 years ago to handle about 300,000 bushels yearly. Here's what they say: "So far we have not spent any money

for repairs, and so far as teams pulling a wagon off it, or backing up, that is impossible. If we were to install another dump it would be a Kewanee."

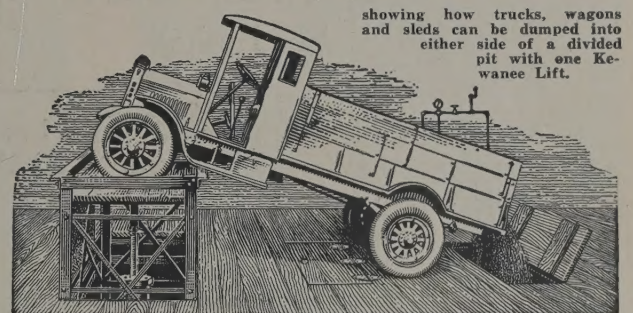
Consider these features and you'll select a Kewanee

All Steel: Everything about it (except the platform) is heavy, steel. No wood to warp and stick. *A truck dumping device that will last as long as your elevator.*

Roller Bearing: The only real roller bearing lift made. Requires less power, and the lift slides up and down easily, without jerks.

Safety Guard: Before the lift rises the safety guard surrounds the wheels, holding the truck or wagon in place.

ASK FOR SPECIAL PLANS



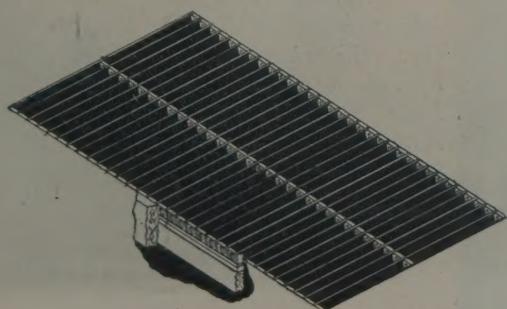
Kewanee built air tank and compressor: A heavy riveted steel air receiver in place of the cheaper welded tank furnished with most truck dumps—5 times stronger than the average pressure at which it is used. The compressor is Kewanee built, especially for this work—with all interior wearing parts Ford Size, so that *repairs can be had quickly and cheaply* at any Ford service station.

Low Installation Costs: Figures taken from many hundreds of installations prove that the *total installed cost* of a Kewanee is never greater, and *usually less than for any other reliable device.*

Write for blue prints and prices. Or, without any obligation, we will have one of our men explain how easily and at what small cost a Kewanee can be installed for you.

Kewanee Steel Grain Grates

Eliminate sweeping and the back breaking labor of lifting doors—also saves the cost of keeping trap doors in repair. 8 foot length—but any length can be furnished. To any approaching team the grates appear to



be a solid floor. Slotted castings permit bars to be removed for entry into the grain pit and give tremendous rigidity.

Kewanee Implement Company

1012 Commercial St., Kewanee, Illinois

Southwestern Distributors
Fairbanks, Morse & Co.
Kansas City

Northwest Distributors
R. R. Howell & Co.
Minneapolis

Announcement

KELLOGG ELEVATOR

Capacity over one million bushels

Port of Buffalo, N. Y.

UNTIL FURTHER NOTICE

The Charge for Transfer of Grain
Destined to

CANADIAN PORTS

Via Vessel Will Be

ONE HALF CENT

Per Bushel

The Charge for Transfer for Grain
Destined to

AMERICAN PORTS

Via American Railroads Will Be

ONE CENT

Per Bushel

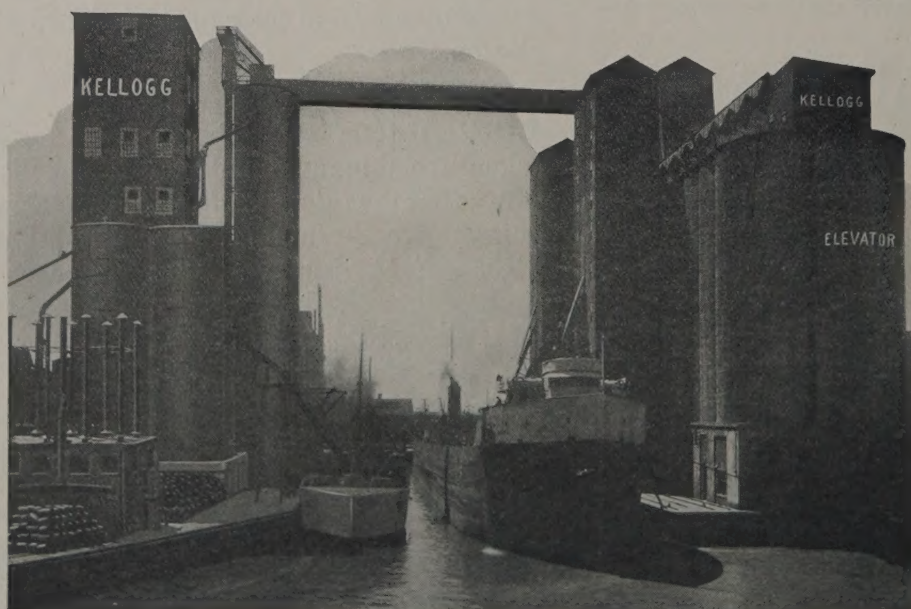
According to the interpretation of the Interstate Commerce Law made by the Federal Court of the United States (Western District of N. Y.) ANY CONCESSION made by the Elevators in Buffalo resulting in a reduction of the "At and East" rate of one cent per bushel for transfer from vessel to cars is a violation of the Elkins Act and subjects "Shipper, Carrier and Elevator" to heavy penalties.

We are therefore FORCED to refuse forwarding service, extra storage, cash return or any other concession to "shipper, carrier or any PERSON having ownership interest in the grain" when rail shipment is to be made to AMERICAN PORTS.

These restrictions do not apply to re-shipment by vessel, and we are thus able to MEET THE GOING RATE on this class of service.

For special rates on local shipments of grain or transfer to canal boat, barge or steamer apply to

Godfrey Morgan, Manager of Elevators,
628 Chamber of Commerce,
Buffalo, N. Y.



BUFFALO, N. Y. — *Trans-shipment of grain from lake to canal at Kellogg Elevator. Unloading Steamer Stifel at rate of 30,000 bushels per hour and loading Steamer Spruce Bay at the rate of 25,000 bushels per hour.*

WELLER

GRAIN HANDLING EQUIPMENT

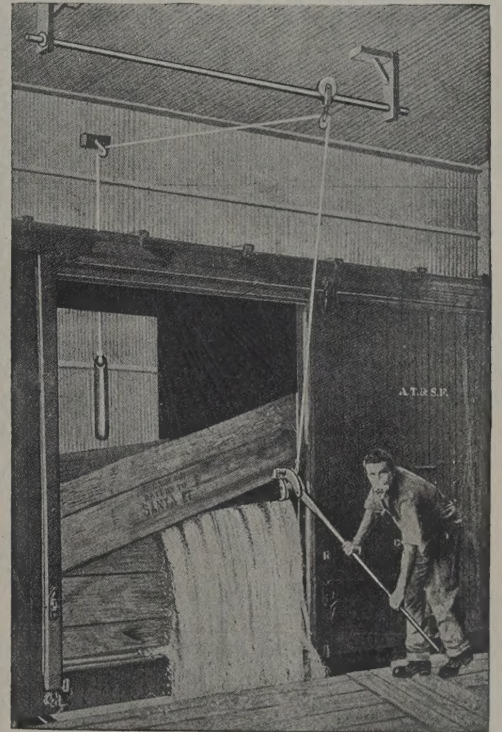
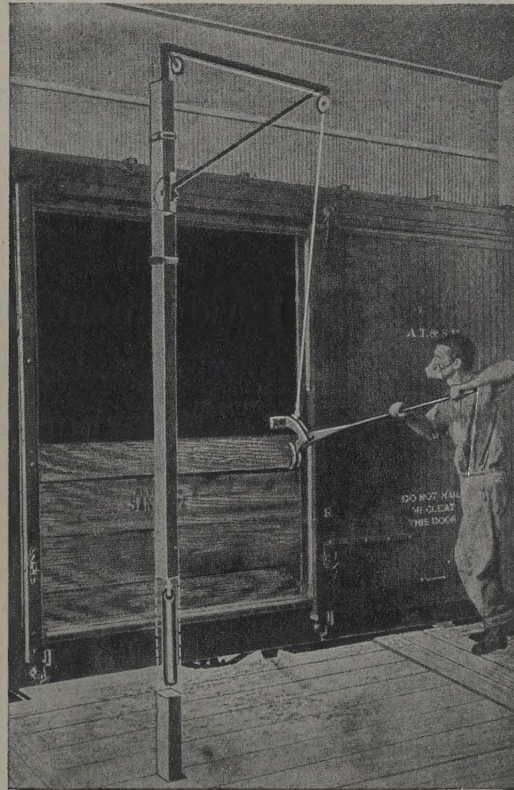
WHITE'S

GRAIN CAR DOOR OPENER



A few of the
Weller Products

Apron Conveyors
Belt Conveyors
Drag Conveyors
Mixing Conveyors
Spiral Conveyors
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Barrel Elevators
Sack Elevators
Elevator Spouts
Loading Spouts
Dock Spouts
Truck Dumps
Wagon Dumps
Hoppers
Power Shovels
Car Pullers
Rope Drives
Pulleys
Hangers
Friction Clutches
Chain
Sprockets
Etc.



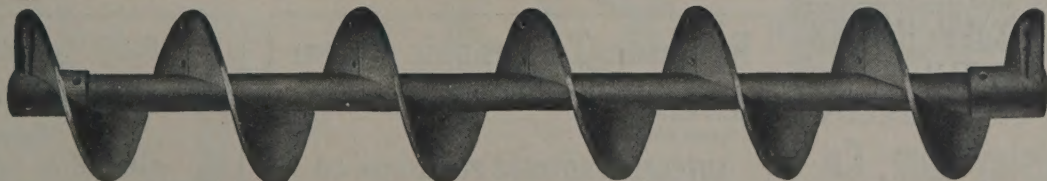
SAVES TIME—SAVES LUMBER

No complicated parts to get out of order

Strong and substantially constructed
Made entirely of forged steel
Will last a life time
Quickly and economically installed
Operated by one man
Under full control of the operator
Does not interfere when loading as it can be
swung out of the way and hooked to the wall

Comments from some of the users:
"We find that it is one of the best devices of
this kind we have ever tried."
"Your Car Door Opener is all that you claim
for it."
"The fact that we have ordered another is the
best indication of the satisfaction we got out of
the first one that we ordered and might add, are
still getting service we are highly satisfied with."

Send for Car Door Opener Circular



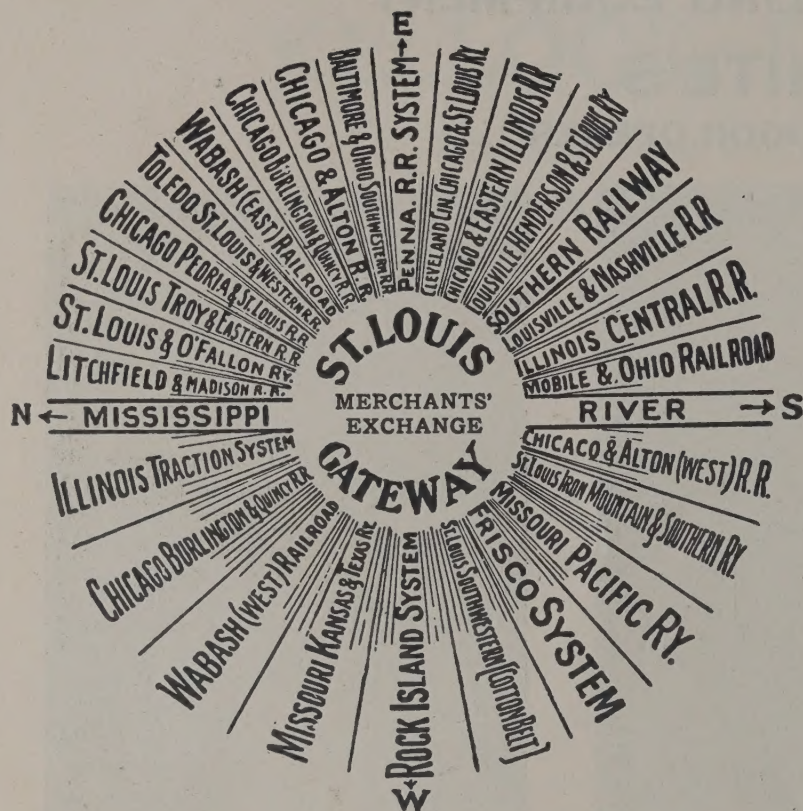
Weller Made Spiral Conveyors—Give the Service—Write for Prices

WELLER MFG. CO.

1820-1856 N. Kostner Ave.

CHICAGO

ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.
Within a radius of 250 Miles—Center of Oat Production.
Within a radius of 135 Miles—Center of Farm Area.
Within a radius of 100 Miles—Center of Farm Valuation.
Within 175 Miles—Center of Population, United States.

St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million
Bushels of Grain Received
Annually

Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

St. Louis Leading Consignment Market in United States

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce

**Write Us for Full
Information on
St. Louis Markets**

ST. LOUIS

Consignments a Specialty

Toberman Grain Company

GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

300 Merchants Exchange

ST. LOUIS, MO.

“THE CONSIGNMENT HOUSE OF ST. LOUIS”

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

125 MERCHANTS EXCHANGE

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding	\$2.00
Leather Binding	2.25

MITCHELL BROTHERS PUBLISHING CO.
431 S. Dearborn Street Chicago, Ill.

GEO. C. MARTIN, JR. **FRED C. HOOSE** **P. C. KNOWLTON**
President Vice-President Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.

Suite 516 Merchants Exchange, St. Louis, Mo.

GRAIN

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

ST. LOUIS

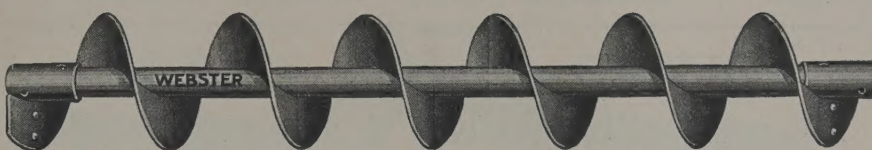
For Milling Wheat Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

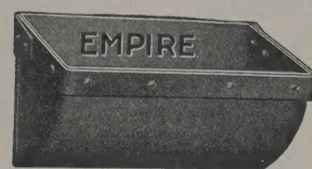
The Winter Wheat Market



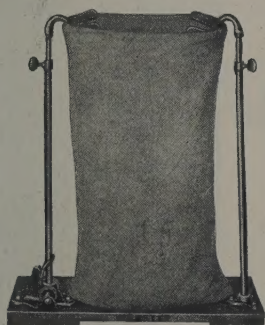
Buffalo Elevator Bucket



Steel Screw Conveyor



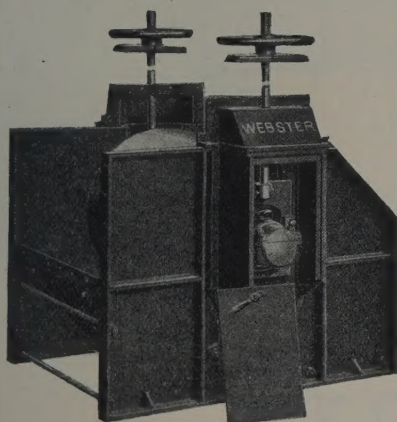
Empire Elevator Bucket



Moshier Bag Holder



Champion Flour Scoop



Elevator Boot

Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

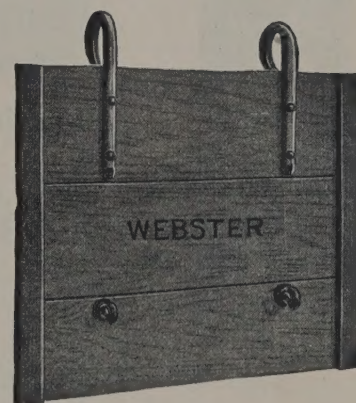
THE WEBSTER MFG. COMPANY

1856 N. Kostner Ave.

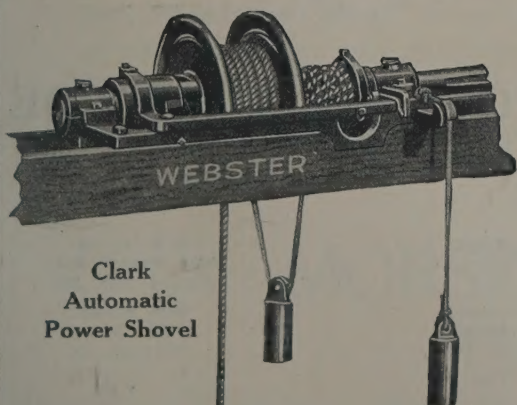
CHICAGO



Car-Loading Spout



Power Shovel Scoop



Clark Automatic Power Shovel



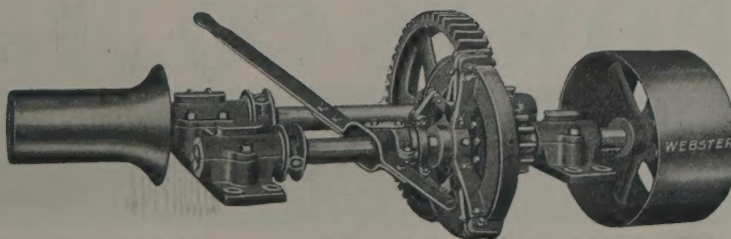
Sprocket Wheel



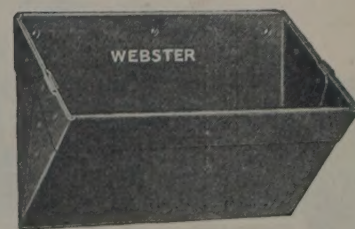
Hercules Grain Scoop



Salem Elevator Bucket



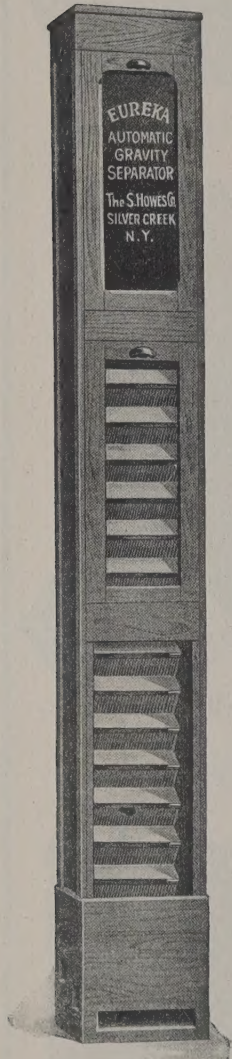
Car Puller



Minneapolis "V" Elevator Bucket



"Eureka" - Invincible Grain Cleaning Machinery



Single Machine

"EUREKA"
"INVINCIBLE"
GRAVITY
SEPARATOR
familiarly known as the
NEEDLE SCREEN

Ideal for separating slim grains and small seeds from fat kernels. In its descent, the grain tumbles over a series of vibrating needle screens. Seeds and thin, light, underweight kernels drop through the spaces between the needles. The larger, heavier, sound grain rides over the ends of the needles and comes out CLEAN.

Gravity and Vibrating Needles do the work

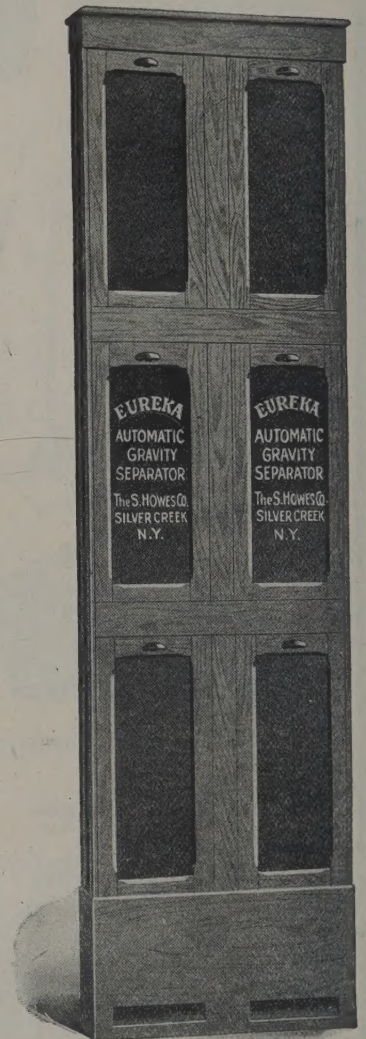
The vibrating needles prevent clogging or filling up of the screens.

Self-acting Requires no power No moving parts

A splendid machine for separating

Wild Oats, Immature Kernels, Seeds, etc.

from



Double Machine

Light Barley

Manufactured by

WORLD'S LARGEST PRODUCERS OF HIGH GRADE GRAIN CLEANERS

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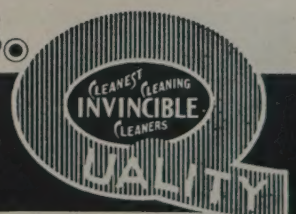
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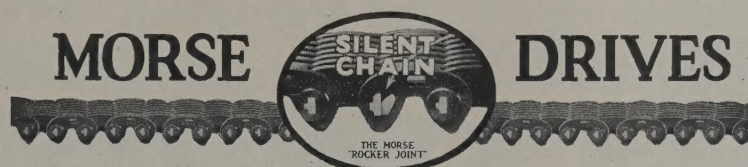
Strong-Scott Mfg. Co., 413 So. Third St., Minneapolis, Minn.

S. HOWES CO., Inc.

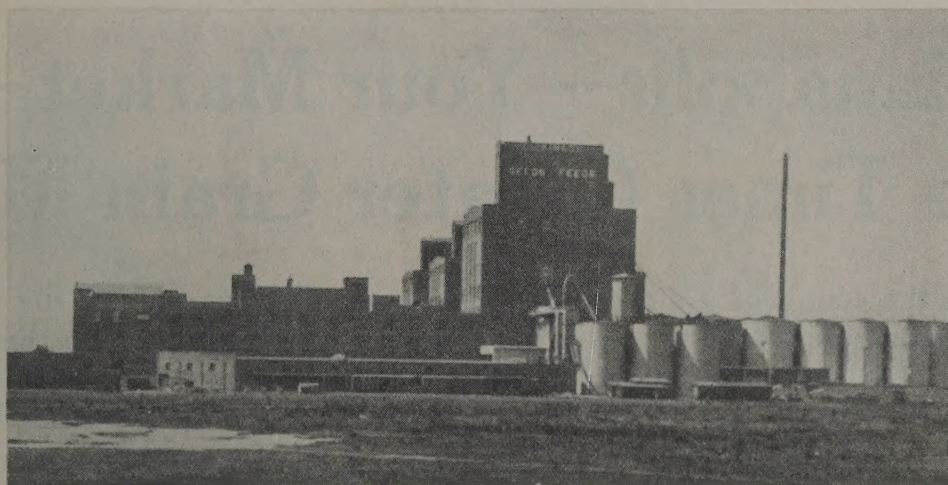
INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



In America's Finest Feed Plants



Plant of the Albert Dickinson Company, Chicago.

The Albert Dickinson Company of Chicago, one of the largest manufacturers of feeds and distributors of seeds in the country, with large plants at Chicago and Minneapolis, has used Morse Silent Chain Drives for many years in important transmission installations. After a thorough test of several years' duration, and with drives of varied size and type of service, the company is completely satisfied with the results obtained and the economy of

operation maintained throughout the period.

Morse Drives are 98.6% efficient, positive, flexible, ideal for short centers. One-tenth or 5,000 H.P., the same dependable results are possible.

Publication No. 28 illustrates and describes many applications of Morse Silent Chain Drives in prominent elevators. Address the nearest office for a copy.

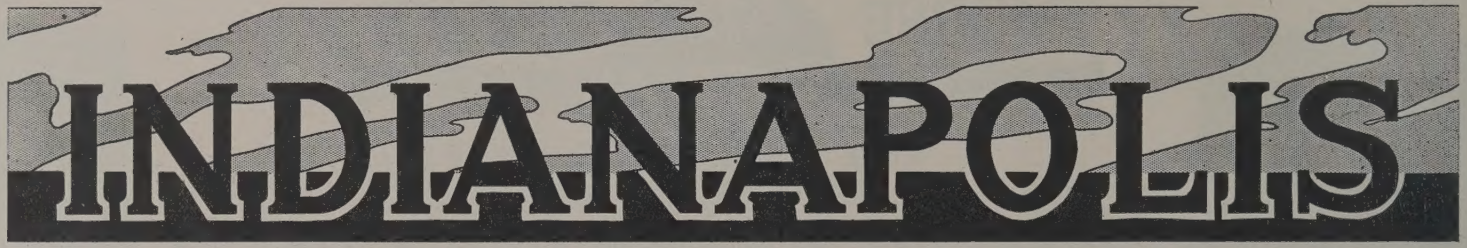
MORSE CHAIN COMPANY ITHACA, N. Y., U. S. A.

ATLANTA, GA. 702 Candler Bldg.
Earl F. Scott & Co.
BALTIMORE, MD. 1002 Lexington Bldg.
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E. D. Morton Co.
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Strong-Scott Mfg. Co.
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Strong Scott Mfg. Co.
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Strong Scott Mfg. Co.





INDIANAPOLIS


Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain During the Year 1926

	Receipts	Shipments
Corn	16,736,000 bushels	12,082,000 bushels
Oats	8,558,000 bushels	7,956,000 bushels
Wheat	5,405,000 bushels	2,627,000 bushels

The following Receivers and Shippers are members of
Indianapolis Board of Trade

HAYWARD-RICH GRAIN COMPANY COMMISSION AND BROKERAGE 414-415 Board of Trade Building	WM. R. EVANS, President GEO. H. EVANS, Sec.-Treas. Midwest Elevator Company Incorporated BOARD OF TRADE	FOR SERVICE—EFFICIENCY—COURTESY SHIP TO HART-MAIBUCHER CO. Consignments and Sales to Arrive
THE CLEVELAND GRAIN & MILLING CO. OPERATING FOUR TERMINAL ELEVATORS <i>Mighty Good Consignment Service</i> Ed. K. Shepperd, Manager	WALLACE-GOOD CO. Grain, Stocks, Cotton <i>Operating the James E. Bennett & Co. Wire</i> Room 118, Board of Trade Bldg.	H. E. Kinney Grain Co. COMMISSION—BROKERAGE
THE LEW HILL GRAIN COMPANY G R A I N COMMISSION, BROKERAGE Phone Main 3886		The Bingham Grain Company Receivers and Shippers of G R A I N

"We have one of your Washers in use and would not be without one for any price as it is doing splendid work."

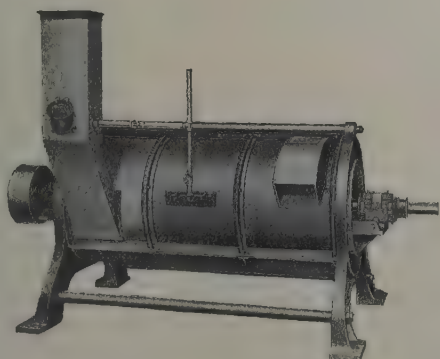
*From a letter of the WHITE FAWN MILL & ELEVATOR COMPANY
SALT LAKE CITY, UTAH.*

This New Model, Single Cylinder Wheat Washer and Drier:—

1. Eliminates Dockage on Smutty Wheat
2. Removes Crease Dirt.
3. Makes possible Whiter Flour
4. Produces Better loaf texture
5. Gives greater loaf volume
6. Improves Flour Flavor

ALL THIS MEANS PROFIT FOR YOU

A Post Card will bring complete information about this new model single cylinder Wolf-Dawson Wheat Washer and Drier. Address inquiries to Department G.



THE WOLF COMPANY
Builders of Complete Flour, Corn, Cereal and Feed Mills
Chambersburg, Pa., U.S.A.

When in CHICAGO

Enjoy your stay—at the superb new

MORRISON HOTEL

The Tallest Hotel in the World
Forty-six Stories High

Closest in the City to Offices, Theatres,
Stores and Railroad Stations

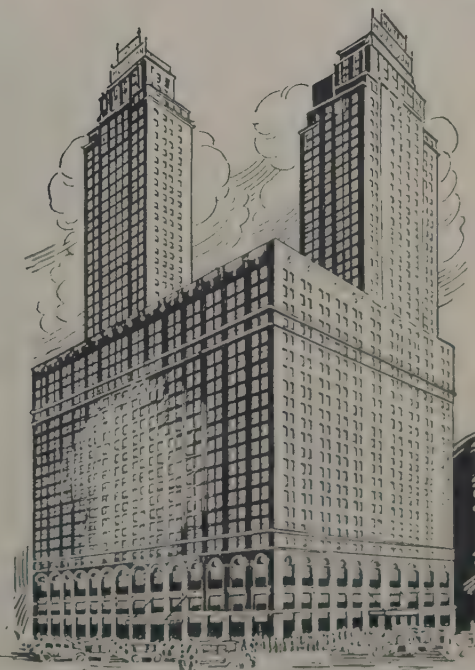
Home of the Boston Oyster House

1944 Rooms, Each with Bath

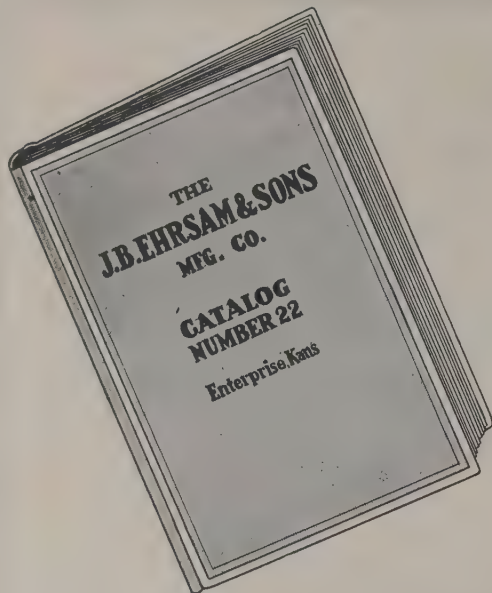
Lowest Rates

ALL rooms are outside, each with bath, running ice water, bed-head lamp, and Servidor. A housekeeper is stationed on each floor. All guests enjoy garage service. The famous Terrace Garden entertainments are broadcast daily from WSWS.

Write or wire for reservations



The New Morrison, when completed, will be the world's largest and tallest hotel, 46 stories high, with 3,400 rooms.



MAKE EQUIPMENT BUYING EASIER

THE Big 400 Page "Ehrsam" Catalog shows practically everything needed or required for use in connection with the operation of Mills or Elevators. And in addition to showing "Ehrsam" Equipment, many statistical tables and other valuable information are shown.

EHRSAM

GRAIN HANDLING AND MILLING EQUIPMENT

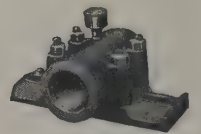
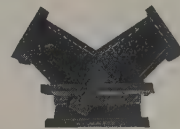
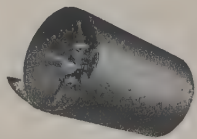
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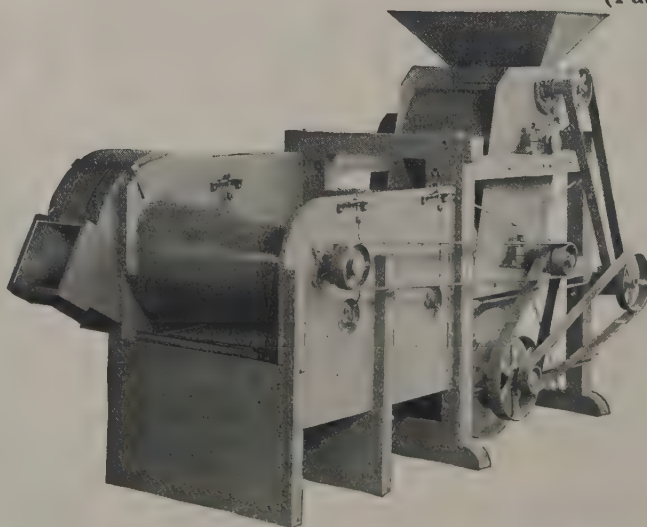


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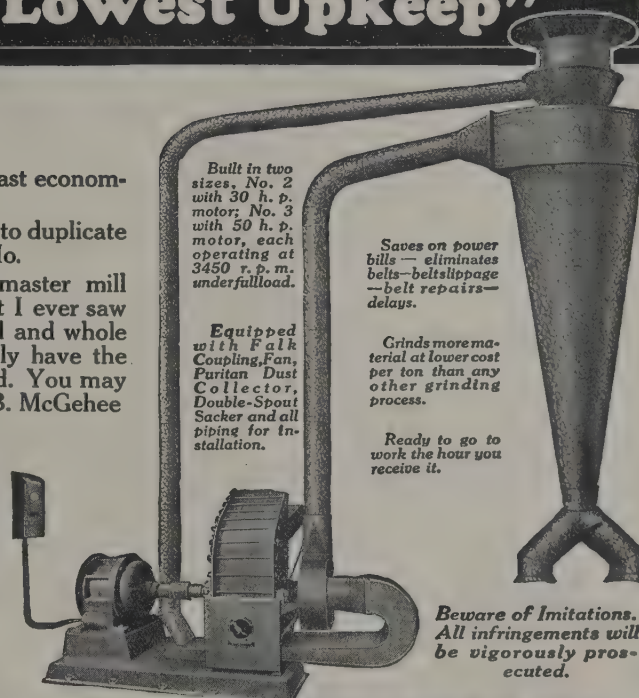
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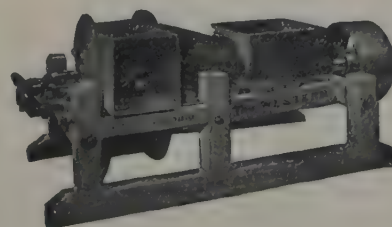
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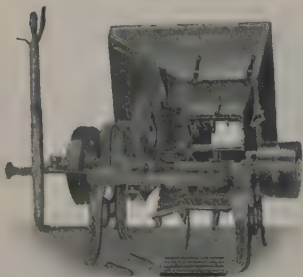
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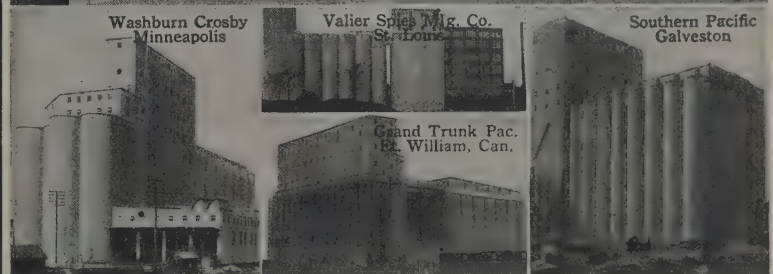
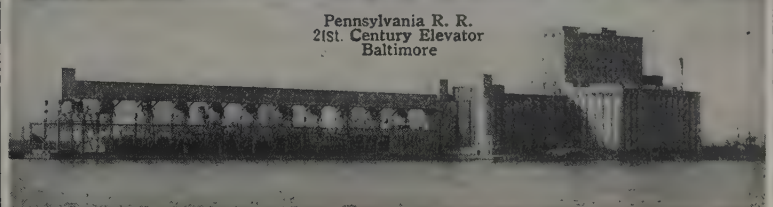
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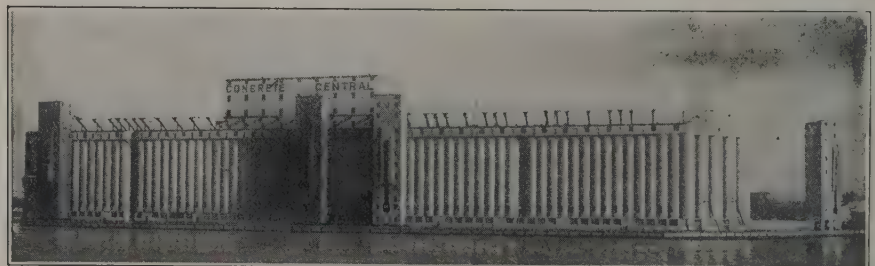


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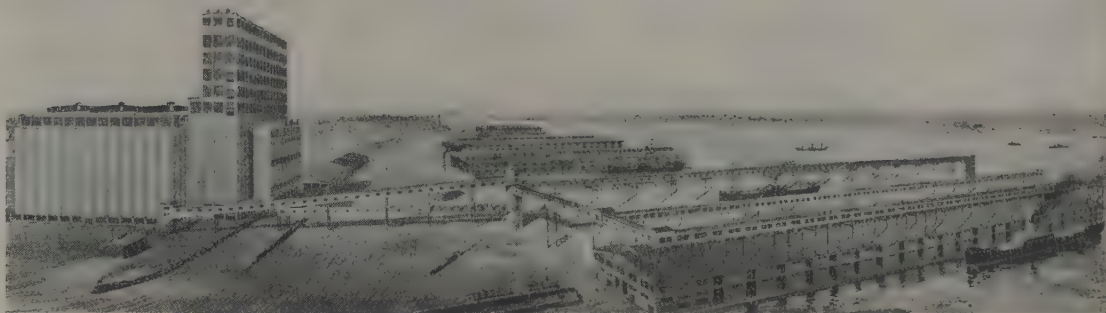
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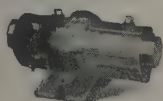
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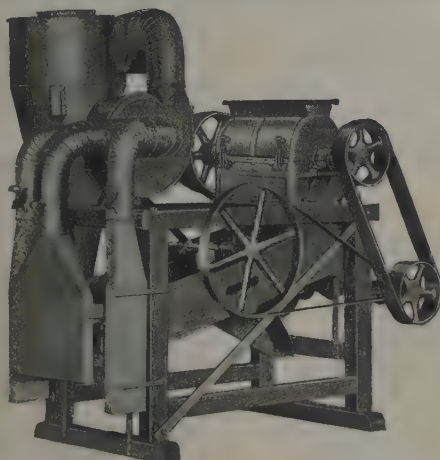
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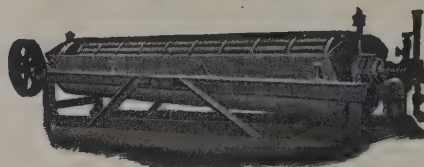
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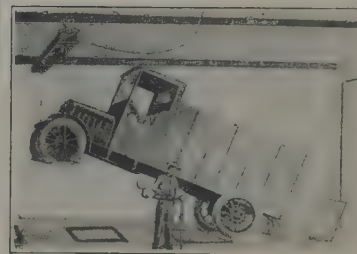
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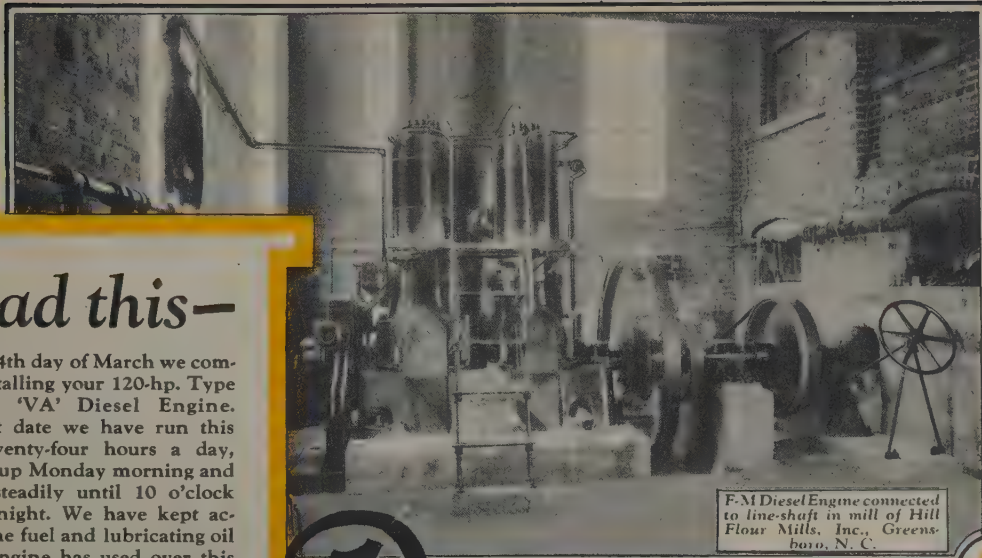
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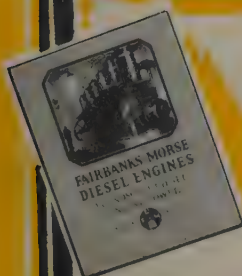
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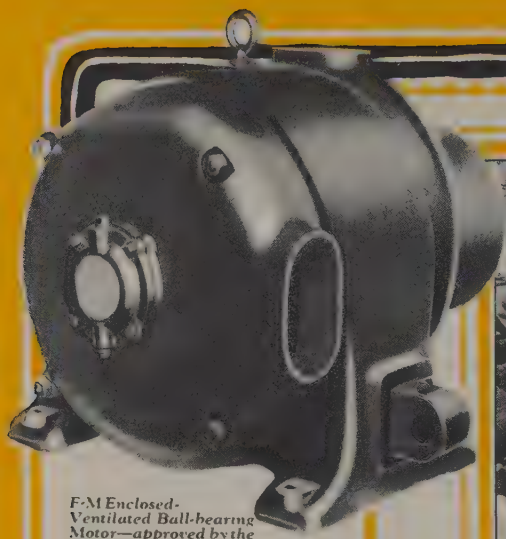


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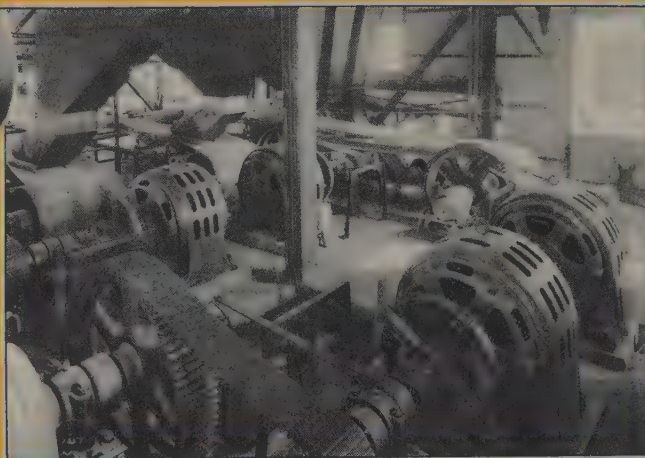
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Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at $\frac{1}{2}$ c premium and No. 3 White at $1\frac{1}{2}$ c discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are $\frac{1}{4}$ c per bushel for **non-members** residing in United States and Canada and $\frac{3}{8}$ c per bushel for **non-members** residing outside of the United States and Canada. Commissions are $\frac{1}{8}$ c per bushel for **members** residing in United States and Canada and $\frac{1}{4}$ c per bushel for **members** residing outside of the United States and Canada.

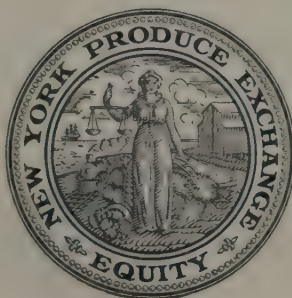
Members of the Clearing House are as follows:

Andrus, C. W., & Son
Bache, J. S., & Co.
Barnes-Ames Company
Betts & Power
Canada Atlantic Grain Export Co.,
Inc.
Clark, John F., & Co.
Continental Grain Co.
Dare, E. H., & Co.
Dreyfus, Louis, & Company

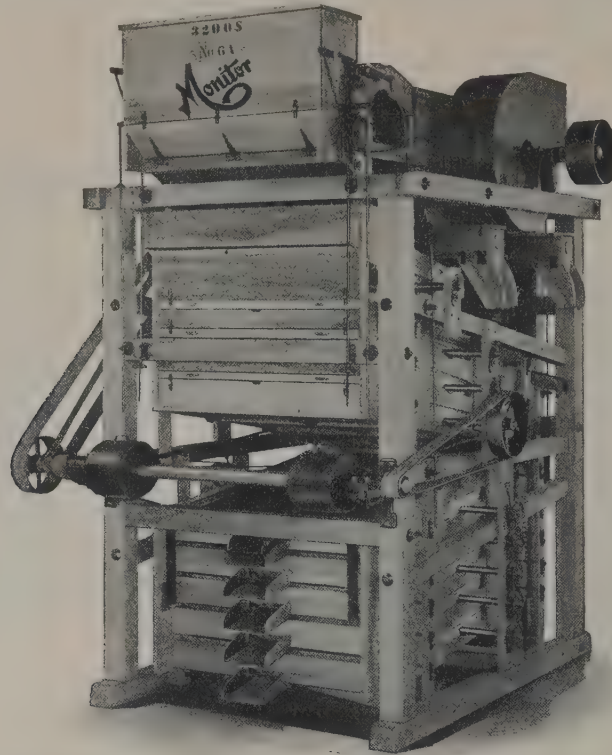
Earle & Stoddart, Inc.
Field, Albert C., Inc.
Hansen Produce Co., Inc.
Jones, M. B., & Co., Inc.
Knight & Company
Melady Grain Co., Inc.
Milmine Bodman & Co., Inc.
Montgomery Straub & Co., Inc.
Moss & Ferguson
Norris Grain Company

Peters, N. W., & Co., Inc.
Pritchard & Co.
Pyncheon & Co.
Robinson & Sweet
Samuels & Valentine
Schwartz, B. F., & Co., Inc.
Story, W. H., & Co.
Weis, Irving & Co.
Williams, Geer & Co.

*Guarantees
Service*



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Safety*



A DIFFERENCE OF DOLLARS

to you in the way you handle your screenings. Ship or sell them as they run and your price must be low. But separate the mustard, the flax, the whole wheat, the oats, the wild buckwheat and the broken wheat, each by itself and you have real commodities to sell.

Many elevators are doing this work on a MONITOR Screenings Separator. They have seized their opportunity and are making money. Your screenings may be a gold mine. Send in a sample of a quart for separation and return with a statement of percentages. No obligation. But you will then know what you can do.

One of the late buyers of this machine is A. E. Staley Mfg. Co. of Decatur, Ill.

HUNTLEY MFG. CO.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year. English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLV

CHICAGO, ILLINOIS, APRIL 15, 1927

NO. 10

World's Largest Feed and Seed Plant Enters Second Quarter-Century

Effect of Modern Equipment in Every Department from Storage to Shipping Platforms Reflected in Daily Output

SIGNIFICANT it is that the Albert Dickinson Company, Chicago, Ill., was founded in the first year of the Twentieth Century, for inside and out of the plant it is clearly evident that it is a typically Twentieth Century establishment, embracing all the up-to-dateness and progressiveness which the term has come to imply.

H. A. Abbott is executive in charge of the Globe feed department of the business, and L. W. Bangs is general superintendent of all operations over the 70-acre plant devoted to the preparation of the "Pine Tree" brand of seeds, and the production of "Globe" feeds for cows, calves, poultry, hogs and horses. Frank Smith is in charge of the extensive lineup of grain storage units.

The selling division of this company, as many country elevator operators who retail Globe feeds know, is in capable hands. It is the aim of the sales promoting chiefs to speed up the turnover of feeds at country elevators and other retail outlets as much as possible. To accomplish this, advertising in magazines and direct-by-mail advertising is used freely, though not extravagantly. Oliver N. Gingrich, connected with the advertising forces of Purina Mills, St. Louis, Mo., until 1923, has been directing feed advertising for the Albert Dickinson Company, but within the last few weeks has left the organization. S. Geasey, Jr., formerly with the Blatchford Calf Meal Company, Waukegan, Wis., is now advertising manager.

The ingredients for Globe feeds are economically purchased, often in 1,000-ton lots, and the plant is prepared to handle with ease the reception of these vast quantities of raw materials. After the raw materials are tested in the grain laboratory to find their exact qualitative value, they are passed through a series of cleaning machines which perform the triple duty of blowing, shaking, and screening. Men with a wide variety of elevator and mill experience pronounce the grain conveying system of this plant to be unsurpassed. A minimum of time and energy is used in progressing the grain from the cleaners to the crackers, grinders, and crushers.

From these machines, the stock is sent to the bins from which they will be drawn to fill the automatic scales. Morse Chain Silent Drives are used

at several places throughout the immense plant, and the general superintendent reports that they have given good service continuously as power transmission agents.

An erroneous belief has developed that molasses is an ingredient that is only applicable to horse and mule feeds. That idea holds good though, only where mixing facilities are inadequate. In the case of Globe Milk-Producer Feed, the molasses is applied uniformly throughout the mixture by special machinery which rubs the blackstrap well into the feedstuff. This prevents caking and the formation of small lumps or rolls of molasses; two undesirable features often found in ordinary molasses feeds.

From the mixers the feed is sent to the sacking floor where the blue and red label sacks receive it from the automatics in 100-pound lots. Thence it is sent to the warehouse or loading platforms. More

officials of Albert Dickinson Company, are back of Globe Feeds. In regard to the ever-present question of the open formula feed, the company makes its position clear:

"The law does not require the manufacturer to state the percentages of each ingredient used in a formula. It would be useless to do so, as there is no known method of determining these percentages in a feed mixture. In spite of this, there are now on the market 'open formula' feeds which presume to declare the amount of each ingredient which has been used.

"Globe Feed is not sold as an open formula feed, nor the buyer asked to accept it because it claims to be made from so many pounds of each ingredient, the truth of such claims being beyond possibility of proof. But Globe Milk-Producer is sold as a high producing, efficient dairy ration, the proof of which may be established by any dairyman with the production results of his own cows."

All feeds, of course, which are offered for sale must by law carry statement of analysis and ingredients. This legislation has been necessary in order to provide a guide for buyers of feed and also to protect honest feed manufacturers. While the analysis and ingredients do not tell the whole story about the value of the feed, yet these, plus the reputation or reliability of the manufacturer, are a safe guide to the feed buyer.

Here is the opinion of the Wisconsin Department of Agriculture on open formulas, based on an exhaustive investigation: "We oppose the 'open formula' (or state-

ments of percentage of ingredients of which feed is composed). It opens the way for fraud and misrepresentation to the consumer and dishonest competition for honest manufacturers—the very thing which feed laws aim to prevent. This division is opposed to any practice which puts a premium on dishonesty."

Through elevator men and other feed dealers the Albert Dickinson Company distributes its "milk meter," a scale specially designed for use in weighing milks and thus checking up on the effectiveness of the feed used. Egg charts are also made available to poultry raisers through the concern's dealer organization.

One of the latest additions to the company's line



LOOKING WEST TO THE ALBERT DICKINSON COMPANY PROPERTIES, CHICAGO, ILL.

than 350 cars can be handled at one time on the railroad trackage of the Albert Dickinson Company. Electric trucks with their trailers are much in evidence in handling the sacked feeds.

Between the Panhandle tracks and California Avenue all of the vast properties of the company, lie in a well balanced, compact arrangement. The buildings occupy an area of 420 square feet, and the roof of the highest building is 200 feet above ground. Brick and concrete construction render the plant fireproof to a great degree, but a complete sprinkler system is maintained.

Twenty-five years—a quarter of a century—of experience, exhaustive tests in our experimental yards plus the results of practical poultry owners, say

is Globe Cod Liver Oil, for use in connection with mash feeds. The chemists of the Globe laboratories do not believe it is advantageous to have this ingredient ready mixed, so it is sold separately in tin containers.

The volume of grain received at the Albert Dickinson plant in the course of a year compares very favorably with receipts of many large companies in the Chicago market whose business is exclusively grain dealing. This will no doubt hold true in a greater degree during the company's second quarter-century of operation than it has in the first 25 prosperous years.

OUSTER EFFECTIVE APRIL 16

Directors of the Chicago Board of Trade by unanimous vote have denied all trading privileges to the Armour Grain Company which for 40 years has been one of the leading firms transacting business on the exchange. The decision becomes effective at the close of business Saturday, April 16. This drastic action by the Board of Trade was based on a preliminary report by the special committee of the exchange, headed by L. F. Gates, former president, which for several weeks has been hearing witnesses in connection with the recent finding of the arbiter in the Armour-Rosenbaum controversy, growing out of the formation of the defunct Grain Marketing Company.

It was recommended by the committee that all trading privileges be denied pending trial of charges against individuals at which time the responsible officers of the Armour Grain Company would be placed on trial before the directors for alleged violation of exchange rules.

The investigating committee's report to the Board of Directors, is as follows:

The testimony clearly shows wrongful acts for which we deem the Armour Grain Company responsible, since these acts were those of persons then in the employ or under the continuing influence of the Armour Grain Company. Several persons engaged in these wrongful acts are not members of the Board of Trade nor subject to its discipline. These acts were such as to constitute major offences, being acts of dishonesty.

Pending the outcome of trial of officers of the Armour Grain Company, who are to be held accountable under the rules, this committee recommends to your Board that all privileges which the Armour Grain Company now enjoys under the rules, be withdrawn. Our reason for this is: That the conduct of the Armour Grain Company has had wide publicity and has tended manifestly to impair the dignity and good name of the Association and the continuance of privileges to the Armour Grain Company tends further to impair such good name. We wish to state that this preliminary report is without prejudice to individual members of the Board of Trade against whom charges may later be filed by our investigating committee, as the rules provide.

The report said that those committee members present and concurring were James A. Patten, James Norris, Lowell Hoyt, Frank G. Coe, and Chairman Gates. Joseph P. Griffin was absent, and Charles Sullivan wished to be recorded in opposition to the committee's preliminary report.

For a long time the activities of the Armour Grain Company have been under investigation. Following the collapse of the Grain Marketing Company, a private deal in which the Armour Company and the Rosenbaum Grain Corporation were the chief interests, an arbiter was agreed upon for the settlement of a private money dispute between Armour and Rosenbaum, in which the Armour people were charged with having misrepresented certain grades of grain. An award in favor of the Rosenbaum interests was granted. Immediately upon publication of the arbiter's findings, which followed an investigation of nearly a year, the exchange appointed the special committee to review and confirm the arbiter's report, with a view to bringing action in event evidence was found that the exchange rules had been violated. The Board of Trade was in no way a party to the formation of the Grain Marketing Company, its interest being to determine whether the Armour Grain Company had, as charged, adopted practices contrary to the conditions under which membership in the exchange is permitted.

Mr. Gates advised President John A. Bunnell

that the work of the committee, which has heard more than 30 witnesses in the investigation will continue until all phases of the case have been fully developed. Gray Silver, former Washington representative of the American Farm Bureau Federation, was one of the leaders in the formation of the Grain Marketing Company, which had proposed selling stock to farmers, but which collapsed before any substantial amount of stock had been sold.

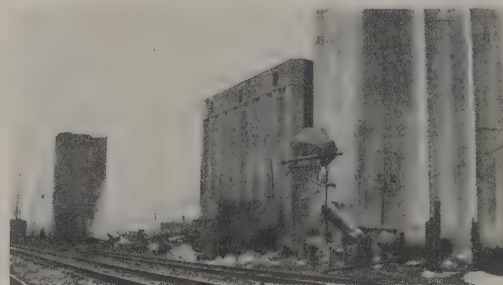
President Bunnell states that the action of the directors spoke for itself. He said:

For 75 years the Chicago Board of Trade has maintained a continuous market for the producer's grain. It has had but two objects in view. One was to provide a market place for buyers and sellers, and the other to enforce rigorous trade rules. We have not been remiss in our duty. In every instance where proof of unfair practices was discovered steps have been taken to correct the abuses. We cannot bring action against a member on gossip or hearsay. Consequently in the present instance it has been necessary to hear independent evidence as well as review the evidence obtained in the arbiter's inquiry, and the delay incident to this very large task has resulted in a great deal of unfair criticism and general misunderstanding as to the attitude of the exchange. Today's action speaks for itself.

It was pointed out that the steps just taken were based on the evidence brought out in a private dispute, and that the question of public warehouses "was in no way involved".

READY FOR REBUILDING

Plans are now being perfected for the storage facilities to be built by the Nashville Elevator & Warehouse Corporation, Nashville, Tenn., to replace



RUINS LEFT AFTER RECENT NASHVILLE FIRE

the part of the plant which was destroyed by fire in February of this year. Grain salvaging now has been completed, and the ground cleared for the new structure which is to cost in the neighborhood of \$200,000.

The accompanying picture was taken two weeks after the fire, when smoke and steam still were rising from the smoldering grain. The concrete tanks in the background came through the intense heat without cracking, but some of the grain in them was slightly scorched. An idea of how great a conflagration was developed by the burning of the wooden storage units may be had by noting that several wooden sheds and coal cribs across the network of tracks to the north of the burning elevator were seriously charred. No other large grain storage plant was near enough to the flames to be menaced, although several seed houses and mills are in the vicinity.

A NEW DOMINION ELEVATOR

Among the grain concerns which assist in a material way in handling the Canadian crops is the Dominion Elevator Company, Ltd., which completed a new elevator in North Portal, Sask., October 5 of last year. The head office is in Winnipeg, Man., and some 70 elevators are operated by the concern, situated throughout Manitoba, Saskatchewan and Alberta. In aggregate, they represent a large storage capacity and play an important part in the Dominion grain trade.

The elevator of this company situated in North Portal, Sask., measures 32 by 32 feet and is 90 feet high. It is located adjacent to the right of way of the Canadian Pacific Railroad. The storage capacity is 50,000 bushels of grain and this is allocated among 16 bins. The receiving capacity is

10,000 bushels per day and the shipping capacity is also 10,000 bushels per day.

A cleaner is used only for testing dockage. Power is provided by a 15-horsepower Fairbanks Morse Gas Engine, and electricity is the means of lighting the plant. A rope drive is used, and operation control is by means of a clutch. For unloading, a dump has been provided for wagons, sleighs, and automobiles. Two scales are in use. Fire protection is afforded by chemical extinguishers and the usual safety measures in construction. The plant has in its miscellaneous equipment a moisture tester for determining moisture content of the grain. The elevator has a 12-inch leg, equipped with standard 12-inch buckets, six inches apart.

Wheat, oats, barley, rye and flax are the chief grains handled, and no sidelines are carried.

Roy Smith is in charge of the plant.

SIX GRAIN COMPANIES HAVE CONTROVERSIES SETTLED

With practical grain men acting as judges, evidence submitted by six grain firms has now been acted upon and the decisions of two arbitration committees of the Grain Dealers National Association in regard to three disputes, announced.

A San Francisco, Calif., firm, the Kettenbach Grain Company and the S. P. Wallingford Grain Company, Wichita, Kan., were the principals in the first case settled by the Appeals Committee. The award to the Golden State concern was reduced to \$25.41. The same committee awarded the Opsal-Fleming Company, Minneapolis, Minn., \$225 in its claim against the Chas. A. Krause Milling Company, Milwaukee, Wis.

A net award of \$193.91 was made to the Transit Grain & Commission Company, Fort Worth, Texas, against Scott Bros., Perryton, Texas, by Arbitration Committee No. 4.

RED DELEGATE PLANNING TO ATTEND GRAIN POOL MEET

A Russian representative may be among the registrants at International Wheat Pool Conference to be held in Kansas City, Mo., May 5 and 6. Soviet officials in Moscow have enlisted influences in Canada to secure a visé for Alex Kykov, director of the All-Russian Central United Co-operative Society, so that he may attend the convention.

Other countries which will be represented aside from Canada and the United States, include Argentina, India, and Sweden. J. T. Teasdale is announced as the Australian representative. It is hoped by the promoters of the conference that plans may be formulated whereby grain pool marketing activities in various countries may be co-ordinated.

CORNSTALK CONVERSION PLANTS TO BE BUILT

The establishment of more than 300 factories in the corn belt for the conversion of cornstalks into rayon, an artificial silk fabric, lumber substitutes, paper, and other cellulose products, is proposed by a New York cellulose products corporation. According to a representative of the company who has recently returned from a trip to Iowa, the first plant will be opened in Des Moines, Iowa, within a year. Peoria, Ill., and Cedar Rapids, Iowa, are alternative sites for the next plant.

A process for the extraction of pure cellulose from cornstalks, perfected in 1926 by Dr. Bela Darner, a Hungarian chemist, will be used in 12 of the plants proposed. More than 275 of the plants will be devoted to the manufacture of paper pulp, wall board, and lumber substitutes from cornstalks, by a process perfected by Dr. O. R. Sweeney, head of the chemical engineering department of Iowa State College, Ames, Iowa.

Editor American Elevator and Grain Trade:—Enjoy your paper and look forward each month to receiving it. Enclosed is renewal of my subscription. P. WOLFE, Wolfe Elevator Company, Calgary, Alta., Canada.

Difficulties of South American Trade

Why the Delays Increase and the Expenses Refuse to Decrease in South American Commerce—Unsolved Shipping Problems

By REED DYSART MOLESWORTH

MOST American business men, whether engaged in the grain trade or not, are vaguely aware of various unsatisfactory conditions in connection with trade between the United States and the several important republics of South America; those who have identified themselves with importing and exporting grain between those sections of the commercial world have, almost without exception, learned that the first cost of the involved cargo is far from being a deciding factor in computing the ultimate price of the commodity at its point of destination.

But it is extremely hard for the bustling mind of the average North American to grasp an idea of the fundamental reasons for the high cost of shipping and the long delays in delivery which, more

dinner, to stow the remaining portion of cargo. That portion, when the ship finally reached Boston late in February, was entirely discharged from the ship by six longshoremen in less than four hours.

Rio Grande do Sul, though a city of only 60,000 inhabitants (one wonders if they include dogs and mules in the census), may be considered important in southern Brazil, since it is near the Uruguayan border and because five or six large freighters usually are resting at her docks. And, although handling of cargo there is a very little quicker than in many other ports, a ship seldom succeeds in leaving on schedule.

Suppose a ship arrives outside Rio Grande do Sul very early in the morning, say three or four o'clock. The ship's crew will probably be called out around five o'clock to "stand by for the doctor." If Lady Luck smiles, the doctor and a diminutive native, known as the pilot, may arrive on board by seven; after which another hour or two is consumed in reaching the dock and tying up the ship. The longshoremen may have been previously arranged for, to begin work at seven o'clock in the morning, but such an arrangement means almost nothing—the men will probably not arrive at the docks before 9:30 or 10 o'clock on the first day.

No matter when the longshoremen come aboard, it is unlikely that a single piece of cargo will be removed in the forenoon. They will leisurely stroll about, pottering at removing hatches, setting booms and trying out the winches. Fifteen minutes to 11, they are changing clothes to go to dinner at 11. At sometime near one o'clock, they return, change clothes again and, everything favorable, cargo will actually begin to discharge onto the dock around 1:30 in the afternoon.

Although slow enough at best, cargo will be handled more quickly at Montevideo, Uruguay, than at any port on the east coast of the continent, providing the ship reaches a dock at once. But, since it is a large and important port, with both passenger and freight traffic, a freighter wishing to discharge cargo, may lie at anchor outside the harbor entrance for several hours or, possibly, three or four days, before it is taken in to its berth. Here the longshoremen begin work about 7:30 in the morning, go to lunch a little before 11, return about one o'clock and work until five.

A freight ship loading at Montevideo is almost never taken in to the docks, but is forced to load from lighters outside the harbor entrance. When one train of lighters has discharged into the ship, a certain flag is hoisted by the vessel and, eventually, a tug will come out to haul in the empty lighters in exchange for loaded ones.

Continuing southward, conditions are worse. At Buenos Aires, all freight ships are subjected to visit from all sorts of Argentine officials, most of whom appear to regard the collection of their fees most important. Both in the port itself, and outside it, there are innumerable regulations which must be adhered to by every ship—unless the shipping company obtains a permit, at an additional charge, to break such regulations; and each permit is good only for a single regulation. No ship is permitted to dump garbage in the harbor or to ship paint from the hull, although garbage may be retained in barrels which will be emptied and carried away in a rowboat each morning—upon payment of another fee.

A ship's crew cannot stand on the dock and paint the ship's side, at the penalty of a heavy fine, except a permit be purchased from the police department. In fact, there is a special permit for almost every phase of the shipping industry.

Buenos Aires is an extremely busy port, and a freight ship is often compelled to lie outside the harbor for several days before a berth at the docks may be obtained. The South Canal, wherein the majority of freighters tie up, is usually filled to overflowing with ships from all the ports of the

world—very often vessels are lined three-deep along both sides of the canal, making necessary the loading of those away from the docks from lighters.

Those vessels unable to get a berth alongside are also put to the inconvenience and delay of casting away their lines, sometimes as often as three times per day, to enable adjacent ships to get out of the canal preparatory to sailing. The procedure entails a delay in loading or discharging operations of perhaps half an hour, or more, in each instance.

If a ship is to pick up a part of its cargo at Ibiy, San Nicolás, Rosario or other ports on the Río de la Plata and its tributaries, the cargo must be loaded early, so that the draft of the vessel shall not be more than 22 feet 6 inches on the downward trip; which means that, if the ship has several thousand tons of linseed or other cargo at one or another such port, it will probably be necessary to remove from Buenos Aires when the ship's mean draft has reached 14 or 15 feet.

Navigation up the river, however, is not inconvenient for any ship drawing less than 23 feet, for the channel is clearly defined and is exceptionally well lighted to the head of navigation.

Tying up at any of these river ports is, at best, anything but a speedy operation. There are no tugs, and boatmen never appear anxious to come out for their lines, which must be let out several fathoms and then drawn in by the ship's winches. Pilots at the river ports invariably insist upon putting out an unusual number of lines from the ship, since they seem always to be expecting a momentary visitation of one of those cyclones of the Pampas, known as a "pampero."

Longshoremen are even less inclined toward manual labor and agility than are their brothers of Buenos Aires. Up the rivers, they seldom begin work before 7:30 or 8 o'clock in the morning,



SKYLINE AND DOCK HEAD, MONTEVIDEO, URUGUAY
Snapped from a ship in the harbor, outside the docks

often than not, are experienced in connection with this trade. They realize (rather indefinitely, that handling equipment in Brazilian and Argentine ports is more or less primitive. On the other hand, they argue, grain and mill products are handled expeditiously in European ports, where equipment is said to be even less modern.

Several points which were noted in a recently completed sojourn down the eastern coast of the southern continent may serve in a measure to clear up this lack of understanding.

One ever present and important factor is the utter lack of any desire to hurry among virtually all South Americans. This state of mind is the first condition to force itself to the attention of the visiting North American, irrespective of his business associations. Even ships' officers who are new in South American trade often make many trips to and from that country before they are finally convinced of the impossibility of making any native thereof see the need for quick handling of cargo. But it is impossible, whether the native happens to be a handling contractor, a foreman, a stevedore or a mere longshoreman.

Large freight ships and their agents often let contracts for loading and unloading their respective vessels, the contract stipulating that a handsome bonus shall be paid the contractor if the handling has been accomplished within a given time. In some instances, this method does gain a few days' time, but never does it assure handling cargo as quickly as the same tonnage would be stowed or discharged in any United States port.

A concrete example may be cited. During the latter part of January, this year, a certain large freight ship, which had been in the South Canal at Buenos Aires, Argentina, for some 50 days, was anxious to begin the homeward trip to Boston and New York. The ship's agents had paid, during the 50 previous days, a large amount of overtime, and were to pay a heavy bonus for the early completion of its contract.

In one remaining hold, 12 men used four full days, also working 3½ hours each evening after



SHIPPING ACTIVITIES IN SOUTH CANAL, BUENOS AIRES, ARGENTINA

Illustrating congestion and loading from lighters in foreground

and are at lunch from 10:30 to 1:30; about three out of every four men begin to dress for departure about 4:30 in the afternoon.

Grain and similar products are loaded from chutes at these ports, a procedure fairly quick in the case of the smaller steamers. Large vessels, however, are usually too high above the water to be loaded by gravity from the chutes, when it becomes necessary to place stevedores at intervals along the chutes to keep the bags moving. The chutes often become clogged with bags, due to the failure of one of the longshoremen to keep ahead of his fellows.

Pilots demand a stipulated fee at these ports for shifting a ship, with the result that shifting is a frequent order. One ship, loading at San Nicolás last January, was forced to shift five times in less than two days, although for only a few feet on each occasion. In nearly every instance the

purpose could have been accomplished merely by moving the chutes forward or backward a few degrees—but the pilot could not then have collected a fee, so the ship must be moved!

In any event some three weeks will probably have elapsed before the ship may return to Buenos Aires, where it is to finish loading—with delays, similar to those experienced earlier, attendant upon the second arrival of the ship in the canal.

According to one sea captain, who has been almost constantly in the Argentina trade since before the World War, it is next to impossible to get any ship out of Buenos Aires within 30 days, irrespective of the size of the ship or of the amount of cargo to be stowed in it, or discharged. It is his opinion that longshore contractors work hand-in-hand with port authorities to assure that at least 30 days' port dues will be extracted from the shipping company.

However, it is obvious that a great many of the delays mentioned here are not intentional, but are due chiefly to the mental attitude of inhabitants

of Argentina. It is without doubt a republic of great beauty and immense resources, which is becoming conducive to more and more intensive study by North American trade specialists each year. Such resources will some day be productive of enormous sea trade between that section of the southern continent and the United States. Nevertheless, a ship's officers and her agents are likely to feel that they have been blessed with unusual "luck" in getting their vessel out of Argentina in less than six months—and every man connected with such an American ship entertains a feeling of relief when once the long trek homeward is begun.

Though most of the difficulties mentioned here are, in themselves, of minor importance, their composite forms a reason for the contempt held by many North Americans for South American trade, which will doubtless be overcome gradually, as time goes on and the North American acquires a better understanding of his southern neighbor's mentality.

Chicago's Cash Grain Market

By A. R. GROSSTEPHAN*

EVERY visitor to Chicago who is taken to see the Board of Trade in action has carefully explained to him the workings of the market so far as the pit traders are concerned, and usually no more. He is told—sometimes intelligently—just what the shouting and gesticulating men in the pits are doing. He learns about the sign language they use and something about the rules governing the contracts thus made. He is told about "bulls" and "bears," and "longs" and "shorts" and may even have some of the local celebrities pointed out to him. He is given an admirable little leaflet to read, and then leaves, content that he has seen the great Chicago grain market.

Over at one side of the exchange hall another part of the nation's grain marketing machinery is in motion, and is working much more quietly and calmly than is being done in the pits. It is in this phase in which I am mainly interested and with which I shall deal.

At marble topped tables, men are gathered to buy and sell actual grain by sample. Such grain is called "cash grain" to distinguish it from grain dealt in through futures.

Probably the most simple way to explain this marketing of grain to those who are not already familiar with the process, will be to sketch roughly (and briefly) the grain's path from farmer to consumer, dealing mainly with the functions of the Chicago dealer.

Few farmers market their own grain. In the main they are content to sell the grain to local shippers, thus relieving themselves of the responsibilities and difficulties of getting and loading cars, etc. Under the ordinary conditions, I believe they are right in so doing. Many farmers of course, are members of "farmers' elevator companies" or some such partially co-operative organization that maintains an elevator and attends to the marketing details. However, these do not usually interfere with the common practice. Instead of selling to an outsider, the farmer merely sells to an organization of which he, incidentally, is a member. In either case he gets his money and the transaction is complete.

The country shipper, usually an elevator or feed company, must next dispose of the grain. He has paid the farmer for it, and in turn, wants to get his money out of it as soon as possible. For the purpose of dealing with these country shippers many of the Chicago firms have offices at salient points throughout the country. These offices deal with shippers and "drum up" trade for their concerns. Also, on the scene are local "brokers" conducting their own offices and having working agreements with firms in Chicago whereby they collect brokerage on all business obtained by them. And again, they are some few country shippers who do such a large business that they deal directly with

the office at Chicago without going through any local office or broker.

From these agencies—local offices, brokers, or the Chicago office—the shipper receives quotations or "bids" on grain "to arrive." When the dealer sells "to arrive" (or on "contract," which is the same thing) he knows that he will receive a certain price for his grain when it arrives in Chicago. Also, he has a certain specified length of time in which to ship his grain. Besides the quotations which he has from firms there are the daily quotations of prices at Chicago in his daily paper or received over his radio. With this information before him, he must decide whether to sell his grain, or to "consign" it to a dealer in Chicago who will sell it for him. Which practice is the better is a matter for personal decision, and no discussion is necessary here.

In either case when he ships the grain he ordinarily draws a draft on the Chicago dealer secured by the bill of lading. The draft is, in reality a partial advance payment on the grain, necessitated by the fact that the dealer has used his own money to pay the farmer. The dealer, of course, pays interest on his advance, if any such charge accrues.

Grain is bought and sold in Chicago by sample. This calls for a careful and accurate sampling and grading system. The State of Illinois samples and grades every car of grain that comes into the Chicago switching district. The Board of Trade also maintains a sampling and grading department of its own, but this is merely advisory in capacity as it has no official weight. The Federal Government also has complete sampling and grading facilities, for often grades are appealed over the state's inspection. This may be done, however, only with grain which is being moved in interstate commerce.

Samples are taken and graded and are over on the exchange floor on the tables assigned to the firms to which the grain is ordered before the opening of the exchange in the morning at 9:30.

Armed with the samples, the dealer interviews others whom he thinks may buy, or, if he has bought the car himself, has it unloaded in his own elevator. Consigned cars, by a rule of the Board of Trade, may not be bought by the consignee. If he sells the car, he is through with the transaction, except for making returns to the shipper, but if he gets possession of it himself and it is unloaded in his elevator, he is far from through with it. He must then find a buyer in a different manner, and in the meantime he becomes a warehouseman, with all the attendant woes.

All grain is kept in the elevators according to grade, and is sold out of the elevators by grade rather than by sample, except in some few instances where a firm has its own brand (and this is, for all practical purposes the same as a grade) or, as, once in a while happens, when the

grain gets out of condition and has to be moved to cool.

Through brokers in the milling or exporting centers, or through his own offices, the dealer finds outlets for the grain he has on hand or for which he has contracted. The machinery which he uses in making such sales is similar to that in general use by manufacturers and others and needs no explanation here.

In his role of warehouseman, the dealer has many things to do other than merely to store the grain. He must keep it sweet and cool to prevent spoilage and he must maintain the identity of the various grades by providing separate storage bins. Often, by judicious drying, cleaning, or sorting it is possible to improve the quality and even raise the grade of some of the grain, thereby enhancing its value. When this is possible, it will, of course, be done.

There is another large outlet for grain in the elevators, through delivery on future contracts. Millers often buy grain futures in the pits, desiring and intending to have the grain delivered to them when the contract is due. Such contracts are almost always filled with grain in Chicago elevators. At other times "shorts" find it more profitable to buy the grain in store, i. e., in storage in Chicago elevators, and deliver it than to buy a future to fill their sale. Considerable grain is thus sold.

I have attempted briefly to present a picture of the handling of grain in Chicago, omitting as trivial the details of the process. I only hope that I have succeeded in showing someone that grain marketing is not merely a matter of gesticulation and raucous shouting.

ROME DRAWS GRAIN MEN

As many grain men from various foreign countries are now in Italy where the tourist season has just begun, sponsors of the international wheat conference, scheduled for April 25 in Rome, are advertising the conference in Genoa, Florence, Milan, Naples, and many other cities in order to attract a large attendance. Special transportation and hotel rates have been arranged and the incidental sight-seeing and entertainment opportunities of a trip to Rome have been emphasized in connection with the conference.

Headquarters for the world wheat meeting is to be in the building of the International Institute of Agriculture. The government is underwriting the expense. Representatives of various nations will be present, as well as members of grain dealers' and farmers' organizations from Australia and the Americas. Premier Mussolini has given his approval to the program which calls for discussion of ways and means to increase production, to improve storage methods, and to standardize upon certain wheat types.

OPEN BULK GRAIN OFFICE

In response to numerous requests to the Department of Agriculture for information on the economies made possible by handling grain in bulk rather than sacks, as reported in the last issue of this publication, Federal grain investigators with headquarters at Portland, Ore., have now opened a second office in San Francisco, Calif.

George P. Podnar, who has been assisting in bulk handling investigation in the Pacific Northwest, will be in charge of the new office. The department will work in co-operation with the University of California in the bulk handling studies.

It has been estimated that including the cost of sacks, farmers on the Pacific Coast lose upwards of \$11,655,000 on the 111,000,000 bushels of grain now handled annually in sacks, twine and labor, when the grain is handled in sacks. This amount of money would build 466 elevators of 50,000 bushels capacity at shipping points, at the high cost of 50 cents per bushel capacity. Elevators can be built much cheaper than 50 cents a bushel. A typographical error in the March issue caused the loss to be recorded in one place as \$1,655,000 instead of \$11,655,000.

*Of the Bartlett Frazier Company, Chicago, Ill.

Grain As Well As Steel and Cotton Builds New Prosperity in Birmingham

Recent Rail Rate Adjustments Stimulate Grain Trading and Shipping in Metropolis of the "Cotton State"

THE Birmingham Grain Exchange, an organization composed of the leading dealers in grain and grain products of Birmingham, Ala., has been functioning since 1924 as a division of the Birmingham Chamber of Commerce. For its main purpose the organization has the promoting of the welfare of its members and the improvement of the Birmingham district as a grain market.

The following firms are members of the organization: Alabama Mill & Elevator Company, Barcliff Norris Grain Company, Birmingham Grain Company, Cosby Flour & Grain Company, W. S. Brown Mercantile Company, Plosser-Knecht Flour

significant adjustments accomplished of late was effected when the Interstate Commerce Commission established rates on grain from Memphis, Tenn., to Birmingham of 20 cents per 100 pounds when grain originated beyond Memphis, and a 22 cent rate when the grain originated at Memphis. At this same time the Interstate Commerce Commission raised the rates to Montgomery two cents per 100 pounds over the Birmingham rates, adjusting the rates to Meridian, Miss., and other grain centers so they would be in line with the Birmingham rates.

This decision is expected to mean much to Birmingham grain dealers as for a number of years they had been handicapped because of the unfavorable rate comparison with other grain centers in the South.

Another sidelight on what the Birmingham Traffic Association has done for the grain men of its city is reflected in the columns of *Traffic World*, of April 2, which announces:

The Interstate Commerce Commission, by Division No. 3, has found not justified the proposed (upward) readjustment of rates on grain and grain products (from Birmingham and other points to southeastern destinations) in carloads and less-than-carload lots. It has ordered the schedules canceled. The schedules, which were to have become effective November 25, 1926, were suspended upon the protest of the Birmingham Traffic Association. . . . After it discussed the changes proposed from Birmingham, the Commission disposed of the case as follows: "The burden of showing that the proposed increased rates would be just and reasonable is placed by statute upon respondents. They (the railroad) have failed to sustain that burden. As already shown, rates from Birmingham to these destinations are uniformly lower than those from Nashville, Tenn. Respondents may not undermine this adjustment . . . and thus deprive Birmingham of the benefit of its geographical location, some 141 miles nearer, on the average, than Nashville to the south Atlantic ports. Milling interests at Birmingham meet keen competition from those at Nashville. To deprive Birmingham, on grounds no more satisfactory, than those stated, of the lower rates to south Atlantic ports which it enjoys because of its shorter haul to those ports would, in our opinion, unduly prejudice it and its grain and milling interests."

A number of other adjustments have been accomplished through the Interstate Commerce Commission or the carriers direct, who voluntarily made adjustments when requested and when it was pointed out such adjustments were essential.

Birmingham is forging ahead in the grain field, as it is in every other direction and predictions are current that within a few years it will be the center of the South in every branch of business and industry.

With its wealth of resources in the form of minerals that are essential for the manufacture of steel and iron and other basic products, its excellent labor conditions, transportation facilities, its

geographical location, cheap waterpower in abundance—all of these—capital is being attracted here as steel toward a magnet.

Last year, although the Birmingham Chamber of Commerce had no funds to spend in advertising the many advantages of Birmingham 430 new concerns were brought to Birmingham, representing an investment of \$65,279,350. These concerns will employ approximately 3,000 additional employees, increasing the city's payroll by \$4,579,061.75. Birmingham has already taken first place among southern cities in building thus far in 1927. Last year the building permits issued upon 60 per cent of the actual valuation amounted to \$22,263,116. This represents about a \$75,000,000 building pro-



SECRETARY O. L. BUNN, BIRMINGHAM CHAMBER OF COMMERCE

gram for the district. Bank clearings for 1926 amounted to \$1,337,643,643.80. Every branch of business and industry made a remarkable record.

Although the basic success of Birmingham's growth has been the facilities for the manufacture of steel, the city has become one of diversified manufacturing plants. Practically every essential of life and most luxuries are made here. There are in the city today more than 700 manufacturing plants, making 1,955 different articles.

Although in its early fifties, Birmingham has become known as the largest city for its age in the world. Its population in 1900 was 38,400, while today it has a population of 250,000. It is an ideal city in which to live and conduct a business, with "the finest school system in the South," splendid churches and clubs, making it truly a city of culture.

To visitors Birmingham offers excellent hotels, amusement houses, theaters, parks, golf clubs and swimming pools. Last year 98 conventions were held in the city with an attendance of 78,575 delegates.

The W. M. Cosby Flour & Grain Company of Birmingham, celebrates its fortieth anniversary this September. In addition to the large elevator



ALEX CECIL, BIRMINGHAM, ALA.

Retiring President of Birmingham Grain Exchange

& Grain Company, Mutual Feed & Flour Company, Tennessee Mill & Feed Company, Wood-Crabbe Grain Company, Western Grain Company, Yeilding Brothers, Allen & Co., Bigsby Brokerage Company, Cecil Brokerage Company, S. C. Johnston & Co.

At a recent meeting the following officers were elected to direct the work of the organization for the ensuing year: D. H. Nunnally, of the Tennessee Mill & Feed Company, president; Cecil Cowan, of J. C. Curry & Co., Bessemer, vice-president; F. B. Yeilding, of Yeilding Bros., treasurer and O. L. Bunn, general manager of the Chamber of Commerce, secretary. Alex Cecil, of the Alabama Mill & Elevator Company, has just retired as president. A Federal grain inspector is maintained at the expense of the Exchange and all carloads of corn, oats, hay and other grain products coming into Birmingham are inspected by him. During the last fiscal year 3,819 cars of grain were inspected.

The Exchange was operating in a perfunctory way with little funds and interest when it became a division of the Birmingham Chamber of Commerce. It is now on a sound financial basis, with varied activities and is holding a weekly meeting in the form of a luncheon each Friday at the leading hotel of the city. A system of accounting has been adopted and the organization, although a division of the Chamber of Commerce, governs its own activities.

Among the accomplishments that have meant much to its members by placing Birmingham in a position to become one of the outstanding grain markets of the country is the work done in adjusting railroad rates to and from this territory. This work has been done through the Birmingham Traffic Association which operates in conjunction with the Chamber of Commerce.

A number of very important rate changes have been made within recent months. One of the most



GRAIN AND FEED PLANT OF THE W. M. COSBY FLOUR & GRAIN COMPANY, BIRMINGHAM, ALA.

and mill located in Birmingham, the company has two branch houses, one in Gadsden, and the other in Montgomery, Ala. The main plant of the company at 1501 Avenue A, Birmingham, is of reinforced concrete construction with a capacity of 100,000 bushels. In and outbound shipments are handled over the Seaboard and Birmingham Belt rail lines or the Warrior River.

J. C. Hodges is president of the company which now engages actively in the manufacture of poultry and dairy feeds. The concern's products now are distributed throughout the Southeast. Wheat, corn,

as large warehousing units for the storing of sacked goods that are used in the manufacture of Western Grain Company's stock feed. Alfalfa meal, cottonseed meal, bran, shorts, dried buttermilk, meat scraps, etc., are handled in this way. Tank storage is also provided for 150,000 gallons of blackstrap molasses.

E. Wilkinson is president of Western Grain Company. The secretary, B. McCall, states: "Our business is confined strictly to the jobbing trade, for we, as manufacturers, distribute our goods through jobbers. We only handle bulk grain, doing no shel-

climate without any danger whatever from spoilage."

"Just what is the New Way Elevator Company trying to do, Mr. Davis? Are they expecting to accomplish a lot of 'nature faking' by educating hens and hogs to live upon artificial food and live artificial lives from birth to death?" asked the other.

"It is proposed to change the food and the lines of pigs and chickens, but the New Way company intends to do the necessary changing by adapting the organisms of the fowls and animals to changed conditions of food and environments," replied Mr. Davis. "Nature will either do this, or if the changes required are too radical or unnatural she lets the animal die and ends the experiments. It is proper to put it that way, to transform the hen and the hog into mere machines for producing eggs and pork; this can be done and has already been accomplished to a certain extent, but some of the experiments fell down because they try to oppose nature instead of working with it. The dairy farmer tried this stunt; his cattle used to roam the fields, select their food from 50 acres in the summer and consume an acre of hay in the winter. The dairy farmer changed this and keeps his cow at all times in a stall or a yard and feeds her on highly concentrated milk producing foods. He transgressed some of nature's laws instead of working with them and as a consequence his cattle became tubercular and are slaughtered right and left for protection of the public.

"The hog workers also got into trouble by trying to force nature's hand and the hoof and mouth disease put an end to the existence of many porkers. The men who are endeavoring to force nature's hand in raising chickens have run up against chicken tuberculosis, as evidenced by several quarantines against hen products which appear from time to time in various sections of the country.

"It is to be the business of the New Way Elevator Company to work out ways and means whereby conditions will be so changed that nature will transform the hen into an egg producing machine and the hog into a pork producer without being penalized by nature for trying to make the fowls and animals act contrary to nature's requirements. How to do this is still a mass of unsolved problems in many directions but here and there a point of light is seen which enables experiments to be properly conducted without their leading into difficulty or danger."

"The New Way Elevator Company has a lot of work ahead of it, hasn't it?"

"Yes, but I believe they will make good. They are working to a predetermined plan, which however, is being changed and adjusted in accordance with knowledge obtained from intelligent experimenting. The hen exerciser is only one example of the many changes to be made in hen life. That change gets rid of scratch feed and some costly grain contained therein, at the same time securing nature's requirement in an easier and more expeditious manner.

"The problem now is to find a way whereby highly concentrated egg or flesh producing food may be produced and assimilated by the fowls without causing nature to rebel against the innovation. The foods, while more or less concentrated, and containing the exact chemicals required for increasing hen efficiency must be so put together that the hen's digestive organs can handle the food without derangement. Unless every particle of food be thus properly combined and prepared the hen will become diseased, and new maladies will appear as the result of trying to oppose nature instead of working with her.

"It goes without saying that we cannot mix a mass of chemicals which contains exactly the necessary egg producing material—we cannot force this material down a hen's neck and expect her to thrive and to increase her egg producing capacity to the limit. Instead of doing this we must 'sugar coat' the scientific food in such a manner that hen nature and digestive organs can receive and assimilate the new food without derangement, and the New Way Elevator Company is working day and night to discover ways and means whereby above noted results can be secured."



WESTERN GRAIN COMPANY, BIRMINGHAM, ALA.

oats, milo, kafir, barley, and sunflower seed are the grains handled, and flour jobbing is reported as the most profitable sideline.

The elevator is of the most modern type, divided into 21 compartments, with adequate grain handling machinery to allow for the dispatch of 20 cars and a capacity of 15 cars per day. The cleaning capacity is five cars per day, and a 3,000-bushel Ellis Drier is provided. Automatic sprinklers provide fire protection in both mill and elevator. The feed grinding equipment consists of a set of three mills, each with 2,000-bushel capacity. Motors furnish power for all purposes.

Extensive storage facilities of various types are included in Western Grain Company's properties. There is storage for 50,000 bushels of grain, as well

ling." The company's brand of "Jim Dandy" horse, cow and poultry feeds, also its meal and grits are well known throughout the South, and do their full share in advertising the progressiveness of Birmingham.

Other elevators in Birmingham aside from those operated by the W. M. Cosby Flour & Grain Company and Western Grain Company, include the house of the Birmingham Grain Company, a small elevator of the Alabama Mill & Elevator Company, and a good sized storage plant run by the Wood-Crabbe Grain Company. Hay as well as grain is being handled in considerable quantities in the Birmingham market; the Cecil Brokerage Company reports a good volume on this line as well as in grains.

Hints for the Elevator Millwright

"Big Bill" Davis Discusses the Mechanics of Chicken Feed Manufacturing and the Field for Experiment

By JAMES F. HOBART

"THERE are lots of problems yet to be worked out in connection with machine work upon the various kinds of chicken feed," said "Big Bill" Davis. "There are many points which cannot be determined until after much experiment. Eventually each kind of chicken feed will be made up by the New Way Elevator Company to meet certain requirements. The policy is to keep constantly in view the preparation of feed which will cause fowls to grow faster, produce more eggs, or fatten quicker than is possible by present day methods of feeding. To this end, it probably will be found necessary to provide feeds which require less actual work on the part of the fowls than at present when they subsist on grain foods and more or less crude mixtures.

"They will probably produce some feeds which may require a ration of roughage to go with those concentrated foods in order to keep the old fashioned digestive machinery of the chicks in good condition," he continued. "Beyond all doubt, several of the new feeds will contain one or more kinds of grain, a meat ration and perhaps some dried buttermilk, and it looks quite likely that the several ingredients will be reduced to an impalpable powder, either before or after combining."

"Lots of machine work to be done, eh, Mr. Davis?" suggested the listener.

"Yes, and experiments are now being made with every known form or type of grinding machine in order that the best one may be selected for each

kind of material to be used in the feed. With this end in view, small machines have been obtained, working models, in fact, of attrition mills, hammer grinding mills, ball mills and the dry pan. Each kind of material to be used in the feed is being ground upon each of these modern machines and an accurate record is being kept of the performance of each machine upon each variety of material.

"Beyond all doubt it will be found that the attrition mill will handle some things to better advantage than either of the other mechanisms, while the hammer mill will probably show best results upon well dried tankage and perhaps upon well dried buttermilk. I have an idea that chicken feed manufacturers will meet with a surprise when they learn what the dry pan can do, for as a mixer and reducer of certain kinds of material the dry pan, which is also known as an arrester or 'chaser', has no equal and I believe such machines will be considerably used in the preparation of high grade chicken feeds of the future. The only objection is that such appliances are batch machines and possibly may be found too slow in operation for some future day requirements.

"The burr stones and the grinding rolls will have their work to do in chicken feed separation and the present day types of mixers will be used. Some cooking apparatus will probably be required and perhaps desiccating and drying machinery will be called upon in order to prepare certain feeds so they may be used and stored indefinitely in any

New Ohio Elevator Occupies Old Site

West Jefferson Elevator Company Grows from a Portable Sheller in 1894 to A Modern Fully Equipped Elevator Today

THIS spring the new plant of the West Jefferson Elevator Company, West Jefferson, Ohio, was completed, marking the growth of the concern on this site from a mere portable sheller to an up-to-date grain elevator with a prosperous business. This new building, which was designed and constructed by the Reliance Construction Company of Indianapolis, Ind., is located on the Pennsylvania Railroad, and is of the latest type, modern in all respects. It was erected at a cost of \$30,000, and has a capacity of 30,000 bushels of grain. The grain storage is divided into 10 units, six for small grain and four for ear corn. The receiving capacity is 5,000 bushels per day and the shipping capacity is the same.

A No. 7 Monitor Cleaner and Sheller has been installed, giving a cleaning capacity of 500 bushels per hour, and automatic scales (five bushels' capacity) are available. In the feed room is a Jay-Bee Grinder which is kept busy most of the time. The elevator is equipped with three dump sinks and feeders, seed cleaning machine, modern truck dump and manlift. The feed grinder can handle 6,000 pounds per hour and the Western Corn Sheller has a capacity of 600.

Power is furnished by eight electric motors, made by Fairbanks, Morse & Co., and these have an aggregate of 75½ horsepower. The plant is direct unit driven.

The principal grains handled are corn, oats, wheat, barley and rye. Last year 128,000 bushels of grain were handled. A large volume of sideline business is also done annually, the products merchandised including feed, seed, coal, fertilizer, cement, fence posts, etc.

The company was obliged to build to replace its old structure which was destroyed by fire on September 2, 1925. A great quantity of grain, material and tools was lost in the blaze, along with the old building. Everything was wiped out except the office building. Since the fire the company had been more or less handicapped in the handling, due to the absence of an elevator; but the management continued to buy corn, wheat and oats and shipped carload lots at a time. It will be noted that the 128,000 bushels handled last year were handled without an elevator. The elevator proper occupies a ground area 32 by 30 feet, with 16 by 16 foot cribs attached. The illustration on this page shows a general view of the plant with its employees and the manager, Fred P. Weber, in the foreground.

The new plant stands on the same ground upon which was erected, in 1894, the original grain elevator of Myron A. Silver and the late Robert F. Chenoweth, who for many years engaged in the grain business in London, Ohio. Silvers & Chenoweth first erected a portable sheller in West Jefferson on the site of the new plant, with a crib of 5,000 bushels' capacity. This was in 1894, and that year the firm received a large crop of corn, all of which was handled by hand, the shelled grain being scooped into the cars. The following year each of the partners furnished some framing timber for the erection of a regular grain elevator, which was built the same year. It is interesting to note that the contract price for the construction work was only \$240, but Mr. Chenoweth thought this was too cheap so when the building was completed he gave the local builder a suit of clothes as a bonus.

In 1896 the firm handled the largest corn crop in the history of the section with corn bringing 16 to 18 cents per bushel. The firm continued in business for about 10 years, and in 1905 Mr. Silver bought out his partner's interest. Many improvements were made in the plant as the business increased and the territory was expanded, and the plant was remodeled to handle the grain that was being sent in.

With the capacity of the plant doubled and a large oats house erected, the elevator became one of the most modern and complete at the time. Mr. Silver sold out in 1918, after handling 25 crops of

corn, oats and wheat. The new owners at that time were Teegardin & Swisher. Mr. Teegardin later sold out to Fred P. Weber, and the firm was then known as Swisher, Weber & Co. The plant is now styled West Jefferson Elevator Company.

Fred P. Weber, the present manager, has been connected with the elevator business in the vicinity for a number of years and for the past six years has occupied his present post. He was born in 1893 in a log hut in Tuscarawas County and completed his high school course in 1911. He then taught school for one year and entered Ohio State University in 1913. In 1917 he married Gladys Headley and farmed for two years on the Headley place, after which he became connected with M. A. Silver in the grain business. In 1923, D. Swisher sold his interest in Swisher, Weber & Co., to Howard Sidner, who continued in the business until 1925, when he sold out, leaving the destiny of the company to Mr. Weber, the majority stockholder, and two other men who have the minor interest.

When Mr. Weber took charge the company oper-

3. Imports of foreign grain are to be conditional upon the purchase of a corresponding quantity of home grown grain at prices to be fixed by the government, the proportion being one carload of home grown wheat to three carloads of foreign.

4. Protection of the home milling industry.

The financial responsibilities involved by these regulations will be as follows: The milling premium about \$800,000 per year, and the premium on domestic grain \$1,400,000, which is liable to be increased by freight and other expenses to about \$1,600,000. To cover this an advance of 2 cents per kilo would probably be necessary in the price of bread, but it is intended to lay part of this burden on foreign grain dealers and importers, as it is considered important that the price of bread under the new system should not exceed the price charged during the government monopoly.

GRAIN ELEVATOR BONDS

In its formal report, authorizing the Reading Company to guarantee \$3,000,000 of Philadelphia Grain Elevator Company first mortgage 5 per cent gold bonds, the Interstate Commerce Commission has announced that the elevator company, which is controlled by the Reading through stock own-



NEW PLANT OF THE WEST JEFFERSON (OHIO) ELEVATOR COMPANY
Left to Right: Russell Allerton, Harrison Smith, Paul Miller, Manager Fred P. Weber, C. I. Merrick, Tracey Hopper

ated nothing more than a small retail coal yard and grain business. He has increased the business to a point where more than \$100,000 worth of sidelines are now sold each year, in addition to their heavy business in coal and grain.

SWISS PROPOSES NEW GRAIN TRADING RULE

Certain proposals have been made by a member of the Swiss parliament which, if accepted, would come into force as soon as the monopoly has been consummated. They are:

1. In order to provide a regular supply of grain the government must hold a reserve stock sufficient to meet the requirements of the population for three months, amounting to 9,000 carloads, 3,000 of which would be stored by home mills.

2. That steps be taken to promote the cultivation of grain, and with this end in view the present premium granted to farmers on the wheat they retain for their own household must be continued. For all supplies of home grown wheat purchased by the government a premium of about \$2 per 100 kilos to be paid over the average world market price. The present subsidy for intensive culture and seed improvement to be continued.

ership, was constructing a modern elevator plant for the handling of export grain reaching the Port of Philadelphia over the lines of the Reading and its connections. The new plant will have a capacity 60 per cent greater than the obsolete one it is to replace and will be located at Port Richmond, Philadelphia, Pa. The new facilities will cost about \$4,340,000 and the bonds are to be issued in connection with providing money for the project.

BULK GRAIN CHAMPION DRAWS FIRE

Certain western elevator operators and grain exporters have become much aroused as the result of the publication by E. N. Bates, Federal grain investigator, of his report on the bulk handling of grain. Although some grain men on the Pacific Coast approve of the report's outline of the economies in bulk handling, other grain dealers are severe in criticism of Mr. Bates. They maintain that the profits of bulk grain handling are "mythical."

In reference to the profits which it is alleged grain dealers make by handling sacks and twine as sidelines, the critics claim that enormous losses were suffered in handling sacks in 1926.



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

**Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.**

A. J. MITCHELL.....Business Manager

Subscription Price - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., APRIL 15, 1927

A BILLION-DOLLAR PROMISE

UTILIZATION of cornstalks for the manufacture of artificial silk, paper, and board—an industry which, it is expected, will add \$1,000,000,000 to the annual value of the corn crop—is promised to farmers of the Middle West by a new chemical process in pulp-making plants to be established in the corn belt within one year. It is estimated that the process should add about \$8 an acre to the value of the farmers' corn crop.

Provided that the plants are put in operation, the effect of this process on the grain trade will at once make itself felt. Most of the plants, it is announced, will be erected in Illinois and Iowa. Farmers in those states and territory closely adjoining will then be able to sell corn at a profit even at the present low level of quotations.

Country stations built for handling corn, which have been idle, will be busy again, and there should be an active trade in the grain. The only nigger in the woodpile so far seems to be that the process, developed in Europe, evidently has not gained much headway there. Yet if it will work here, we have no grounds for complaint.

STORAGE BUILDING BOOMS

MORE activity is being witnessed in grain elevator construction in the Southwest than in any other branch of the building industry. By the opening of the new crop year, about July 1, it is probable that mills alone will have fully 10,000,000 bushels more of wheat storage capacity than at the corre-

sponding time in 1926. This large addition, plus the extra millions of capacity provided by elevator companies distinct from mills, is worthy of special note inasmuch as they follow several years of great activity in building of storage for grain, particularly wheat. Furthermore, Kansas reports a wheat condition 83 per cent of normal as compared to 89 per cent last year.

The combine harvester, more than any other factor, has made increased storage imperative. It is now up to the railroads to furnish adequate equipment to form the link between the country shippers and the city markets.

Another elevator building boom is in the making in Canada. In Saskatchewan alone, plans are being laid to supply storage facilities at 400 different points. Several hundred plants are being designed for the whole western part of the Dominion. The Southwesterners must share their honors with the Canadians.

THE JURY IS IN

UP UNTIL April 12, the Chicago Board of Trade as well as the Armour Grain Company, as far as the public went, was on trial. On that date, when the Board announced the suspension of the Armour firm, public sentiment as reflected in newspapers seemed to be satisfied that the Exchange had cleared itself by condemning the action of its member.

Just how significant the ousting of the company actually is, remains to be seen. Five Armour company representatives are now in good standing, and can conduct trades. Clearings, of course, must be made through some other firm than the Armour Grain Company.

John Kellogg, president of the Armour Grain Company, in a statement to this publication April 13, stated that the future program of the company was as yet undecided. It is understood, however, that some trading can be done through members of the concern. In spite of recent developments, the Armour Grain Company, through part of its personnel, still retains a loyal following of customers, who may now choose to deal through the ousted firm's members on the Board. Until it is seen what develops along this line, and pending a statement from the company, any announcement that the Armour case is settled is premature.

THEORY VS. TRACTOR

HENRY FORD, manufacturer of automobiles and theories, has stated in an interview with a Hearst newspaperman that farmers should meet the European corn borer emergency by stopping the production of all corn for a period of a year or so, thus starving the grain pest (and elevators) to death. The daring simplicity of the proposal is appealing. The effectiveness of its operation might be hurt, though, by the corn borer's known penchant for over 200 plants other than corn. Oat and rye straw are favorite refuges for the worm when cornstalks are not available. As a big help to the grain

trade, Mr. Ford is a good garage mechanic.

The ignoring of the motor king's suggestion, however, has not prevented his sales managers from lending full co-operation to the corn borer campaign developed by Federal authorities. Three hundred and sixty tractors at a price of \$173,577 f. o. b. Detroit, represent the Ford Motor Company's first contribution to the good work. The tractors will be used to help rake the stalks into piles to be soaked in oil and fired. Other slices of the \$10,000,000 fund appropriated by Congress for the offensive against the borer, include \$281,922 to another tractor company, \$581,000 for tractors and rakes from a third source, and about \$250,000 to the Standard Oil Company and other patriotic suppliers of fuel.

Hundreds of oil-burning machines, spouting 20-foot flames, are sweeping across farms in Ohio, Michigan, and Indiana. More than 2,000 workers have been sent forth armed with various implements to destroy cornstalks in the infested area. The trouble caused by the corn borer is reminiscent of the difficulties brought about by the chinch bug. For a while it seemed as if this pest were invincible. The Russian thistle caused many a grain man in the Northwest to declare it would ultimately take possession of that section. But it has not. The boll weevil for a time was a colossal threat to cotton, but in the end it was considered a blessing by as many people as held that it was a curse. It forced the cotton grower into diversified farming.

The destruction of all these pests and others was accomplished without Mr. Ford's tractors or theories. Today, when the Detroit manufacturer's master mind is hitting on all four on behalf of the anti-borer forces, we should do at least as well as in the past.

THE ELEVATOR'S COMEBACK

A NORTHEASTERN Iowa elevator owner said recently: "There is no elevator business any more in this part of the country. A couple of years ago a farmer drove a load of grain up to our elevator. When I told him what I could pay for it, he shook his head as he stood on the top of the load and said, 'I can't do this any more. I've got to bring my grain in on the hoof.' He has never hauled in another load. The same thing has happened to many of our old customers. They are feeding everything they raise, and selling it as butterfat, eggs, beef, and pork."

The same story is heard in hundreds of towns in the corn belt. Elevators where, 10 or 15 years ago, lines of teams were waiting to unload grain, ship no grain at all. These elevators have not been torn down, but as reorganized, function in several important ways. They are clearing houses for the farmers. Rye, oats, wheat, barley, rape, Timothy, Clover, and soy beans are delivered the same as ever to the elevators, but not for shipment. The grain which is brought in goes back to other farmers of the community where there is a shortage.

Livestock is shipped from the elevator.

The elevator is now the farmer's buying agent, too, for feed, flour, oil meal, tankage, etc. The grain shipping business has shifted to other sections, but elevator operators have staged a remarkable comeback by catering to new demands. They handle as much grain as ever and more feed. Though their relation to the terminal markets has changed, they are still as much a part of the grain trade as ever.

EDITORIAL MENTION

Lightning! Your elevator is a shining mark if it has not yet been rodded.

Appropriate pre-Easter news for the grain and feed dealer is the announcement from Tampa, Fla., that a firm capitalized at \$200,000 is to manufacture feeds from hyacinths. Thus perfume is ushered in as a mixed feed ingredient.

In less than a month, May 9 to 12, the National Fire Prevention Association will hold its annual meet in Chicago. Ways and means of preventing fire loss in elevators will be among the subjects under discussion which will be reviewed in the May issue.

Utah grain interests will profit hundreds of thousands of dollars annually from the grain rate decision handed down March 29 by the Interstate Commerce Commission. Utah grain shippers have now what they have long sought, an equal footing with Colorado grain men.

The tornadoes occurring in the Southwest this week are significant not only as to the effect which the accompanying storms will have on the crops, but also as a reminder to those who have neglected taking insurance precautions against hazards which cannot be met in any other way.

An announcement that bulk handling is a better method of handling grain than the sack system has aroused the wrath of many Pacific Coast grain dealers. Figures, founded on a survey such as was made by the Government official before he expressed his opinion, would get the grain dealers more than will their wrath.

At least two Chicago papers are advocating the appointment of a "czar" for the Chicago Board of Trade, who would be the equivalent of Judge Landis in the baseball world. Inasmuch as Secretary of Agriculture Jardine already holds this position under the Grain Futures Act, such a suggestion has little value.

Dunnage (loose mats or boards) to protect wheat cargo from water, in a seaworthy steamer is not a legal right based on any recognized custom, according to the King's Bench Division of the English High Court, which has just upheld the decision of an

arbitration umpire rejecting the claims of a grain shipper against a ship company. In England as on this side of the water, ocean carriers have a knack of going the limit in the matter of permitting damage to be done to grain cargoes, yet always keeping within the law.

After a number of conferences with President Coolidge, Chairman McNary of the Senate Agricultural Committee, has decided to draft a compromise farm relief bill sans equalization fee, for introduction in the December Congress. This is the most significant political announcement of the month, as a Coolidge-McNary coalition will cut Lowden's chance for presidential nomination to a minimum.

The Ralston-Purina Company buyers will be considerably more active in the Chicago and Minneapolis markets now that the St. Louis firm has taken over the three cereal mills of the Armour Grain Company. One representative of Purina is already listed as holding a Chicago Exchange membership. The grain and milling world is becoming more and more checkerboarded with this company's trademark each year.

The Canadian Wheat Pool is bringing pressure to bear upon a Canadian radio station in an effort to stop criticisms of the pool from being broadcasted. Grain poolers started out by criticising the independent grain traders from one end of the country to another. Why rebuttal to their arguments should not be made by radio among other mediums is difficult to see. Pool interests have started something they cannot finish, apparently, and do not want any others to finish it.

Though the volume of general shipping and of grain handled in the 1926 season was somewhat less than in 1925, the Port of Montreal, with but eight months of open navigation, easily maintained its position as the second port of North America in the volume of general business handled, and as its largest grain shipping center. Grain shipments in the season totalled 134,359,140 bushels, of which 90,800,000 were wheat. More grain is handled at Montreal than at any other port in the world, and a greater volume than that of the six leading United States ports combined. Perhaps the most remarkable feature of the grain handling arrangements there, is that facilities for an 800,000,000-bushel yearly turnover are centered in just four elevator plants with a combined capacity of 12,162,000 bushels.

Just before the railroads began to tap the grain raising districts of Minnesota, about 60 years ago, Lake City, Minn., was the largest primary wheat market in the world. A large acreage of grain was planted each year by the settlers who were arriving in rapidly increasing numbers. The Mississippi River provided the only outlet for the crop, and teams of horses or oxen were the sole means of transporting the product to a river ship-

ping point. Three elevators were situated at Central Point, north of Lake City, and to these the farmers hauled grain from points as far away as Rochester, Minn. Waiting lines of teams, 1,000 yards long, frequently formed. Modern grain handling equipment in the world's largest primary market today handles in a day or so as much grain as went through Lake City in a season. Someone had to make a beginning though, and the Central Point elevator men did a good job of that.

Elevator men are the first to complain of high insurance premium rates, but when an opportunity is afforded them of keeping down the rates, they are often negligent in grasping it. H. B. Dorsey, secretary of the Texas grain dealers' organization, recently called upon members to furnish him a statement of insurance premiums paid and losses recovered within the last five years. Only a few members responded. Such information, it was explained, was essential in order to combat a proposed advance in rates by insurance companies. It would have taken possibly two dollars' worth of the bookkeeper's time in the average plant to assemble its fair share of this data, in order that \$100 or so a year might be saved in premiums. Throwing your state association bulletin away is often throwing money away.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF AMERICAN ELEVATOR AND GRAIN TRADE, published monthly at Chicago, Ill., for April 1, 1927.

State of Illinois } ss.
County of Cook }
Before me, a notary public in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the AMERICAN ELEVATOR AND GRAIN TRADE, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Managing Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4818 Dorchester Ave., Chicago, Ill.

John W. Mitchell, Washington, D. C.

M. E. Mitchell, Ottawa, Ill.

Illinois Merchants' Trust Co., Admr. Estate of John E. Bacon, Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

A. J. MITCHELL,
Business Manager.

Sworn to and subscribed before me this 23rd day of March, 1927.

(SEAL) W. F. WARRICK,
(My notarial commission expires May 8, 1928).

R. M. WHITE
Duluth, Minn.

NEWS OF THE TERMINAL MARKETS

C. C. MILES
Peoria, Ill.

FUTURE TRADING IN NEW YORK INCREASES

According to a recent announcement W. C. Rossman, secretary of the New York Produce Exchange, the futures market at the seaboard is not sharing the excessive dullness noticeable in most other markets. Mr. Rossman's report states that trading in wheat and oats in the grain futures market of the New York Produce Exchange during March was more than double the volume for the previous month. The increase of March over February was 112 per cent, the greatest increase in any one month since the futures market began operations last August.

"This progress is a reflection of improvement in conditions in the grain trade and a wider use of our market by the trade generally," said President B. H. Wunder. "The facilities which the New York grain futures market offers for minimizing the risk in the conduct of their business is becoming better understood by dealers, millers, exporters and others in the trade."

NEW ORLEANS AND THE RIVER TRAFFIC

The annual report of the New Orleans Board of Trade shows that there were 7,771 cars of grain received during the year, and that 6,203,020 bushels were received by barge from up river points, principally St. Louis and Cairo.

A. M. Dardis, president of the Board, is a freight broker, the first vice-president, F. W. Kunz, is a coffee dealer, the second-vice president, however, W. L. Richeson, has been identified with the grain trade for many years and is now engaged in forwarding grain and other products.

Over one third of all New Orleans' grain receipts now come in by barge and with the development of the barge service on the Mississippi the city looks forward to being one of the greatest grain export centers in America, for it has the facilities and the lower barge rates will naturally direct greater quantities in that direction for export.

GRAIN PAPER GOOD AS EVER

Steps have been taken by Chicago financial interests to determine the motives behind an alleged interview with Benjamin Goldstein, counsel for the Illinois legislative committee investigating the Armour-Rosenbaum case, in which he was quoted as saying banks had substantially cut down loans on grain warehouse receipts. Flat denial of the statement was the answer of Chicago banks, which characterized the interview as "entirely without any foundation of fact."

Chicago's three largest banks, the First National, the Continental and Commercial, and the Illinois Merchants, issued a joint statement denying loans had been reduced on secured warehouse receipts or that marginal requirements on such loans had been increased. "In the interest of the grain trade and on behalf of financial interests of Chicago," said the statement, "the undersigned banks emphatically deny the report, which is entirely without any foundation of fact."

President John A. Bunnell of the Board of Trade has declared that such reports border on the malicious and are capable of widespread financial disturbance. "It would seem to be the peak in a series of sensational and utterly absurd attacks which are injurious to all financial interests in the city," President Bunnell said. "Another glaring example was the recent statement that the Secretary of Agriculture had been refused Board of Trade

records in the Armour case, which report Secretary Jardine promptly branded as untrue.

"Today banks deem the warehouse receipts, bearing the certification of the State of Illinois, first class collateral, the loans running as high as 90 per cent of the market value of grain, which is equal to loans on Liberty Bonds and exceeds loans on stock securities. So far as we can determine there has never been a loss of a single dollar on these public warehouse receipts, nor has their integrity ever been questioned."

HE HELPED MAKE IT GO

When the New York Produce Exchange began thinking and planning for a grain futures market in that city, one of the most active members in bringing the idea to a successful materialization was T. Harry Story. As chairman of the Publicity Committee he was responsible for letting the whole



T. HARRY STORY

world know that New York had a new futures market, and if any part of the world failed to get the message it was far removed indeed from the grain business.

Harry Story is a member of the firm of W. H. Story & Co., which was started by his father, the late William H. Story, who died in 1886. Both Harry and his partner, J. H. Halsted, have been members of the Exchange for over 40 years and have been active on various committees and always identified with any progressive measures advocated by the grain trade.

To successfully institute a grain futures market at a point which for years has been identified only with cash grain, necessitates a lot of hard work for those who organize the machinery which handles the future transaction smoothly and with satisfaction to all concerned. And it was about as much of a job to obtain the necessary publicity which made the organization work worth while. That Mr. Story has done it thoroughly and well is attested by his fellow members on the Exchange, and is demonstrated by the success the New York futures market has attained since last August when it began operations.

TOO MUCH RAIN IN ILLINOIS

Our Winter wheat fields continue to show a satisfactory condition. A rainfall of 1¼ inches has put the country afloat again. Prior to Friday, the many ponds and swollen streams had partially sub-

sided and farmers were beginning to scratch around a little on the high lying fields, but such work is now discontinued for several days at least and delayed work in the fields is now becoming a factor in the grain markets and the general prospect for 1927 crops, particularly oats.

The moisture content of ear corn in good covered cribs is slowly decreasing and you occasionally find a car that grades No. 3; on the other hand much of the corn now arriving at terminal markets has stood out in uncovered cribs all winter and is grading very poorly. We still hope for a better class of corn to handle next summer, when this poor stuff that has to be moved now is out of the way. The movement at present barely meets demand from the corn mills.

Probably one-half of the acreage planned for oats has been seeded; some of the very early fields are up and looking well, but those that did not get above ground before the heavy rains may have to be replanted as some farmers report that a heavy crust of earth has formed above the seed that same cannot penetrate. With favorable weather from now on oats seeding cannot be completed until in the last half of April, and this in our opinion, is pretty late.

The rather larger car loadings of oats meet with a good inquiry; it looks now like the poorer oats have been moved out as present receipts are grading better.

And now comes a foreign savant who has discovered how to make rayon silk stockings and paper pulp from corn stalks. You may possibly before many years, see the corn grower go through his fields and cut off the tops for forage and silos, then go through with a machine or hand picker and gather the ears and then cut and bale the stalks like cotton. Most as much work as raising chickens, but it would probably pay in proportion.—*Market letter of April 9, from H. I. Baldwin & Co., Decatur, Ill.*

VANCOUVER CONCENTRATES ELEVATOR CONTROL

[UNIVERSAL TRADE PRESS SYNDICATE
DISPATCH]

By leasing three of its elevators, which have a total capacity of 5,390,000 bushels, the Vancouver Board of Harbor Commissioners has placed control of grain outlets in the hands of organizations which handle 95 per cent of the western Canadian grain crop. By this move, it is declared, the Port of Vancouver will obtain a larger share of the export grain trade than ever before. The organizations which have leased the port elevators have declared that they will move every bushel by the western route when it is found economical to do so.

No. 1 Elevator, which has a storage capacity of 2,240,000 bushels, has been leased to James Stewart & Associates, of Winnipeg, for five years with an option of renewal for 15 years. The Stewart organization already owns the Spillers' Elevator, which has a capacity of 2,100,000 bushels.

No. 2 Elevator, capacity 1,500,000 bushels, has been leased to the Alberta Wheat Pool and No. 3 (Burrard) Elevator, capacity 1,650,000 bushels, will continue to lease to the Grain Growers, Ltd., of Calgary.

It is estimated that these three organizations control nearly 95 per cent of the total grain crop in western Canada. James Stewart & Associates, of Winnipeg, own the 235 Prairie elevators of the Alberta Pacific Company and embraces some 22 grain firms, controlling altogether some 600 ele-

vators in Alberta and a number in western Saskatchewan.

A condition of the lease of No. 1 Elevator to the Stewart interests, however, is that the plant be operated as a public terminal for five years. This will protect the interests of private and independent shippers, it is said.

The Alberta Wheat Pool, one of the greatest co-operative organizations in the producing world, controls at least 50 per cent of the grain produced in Alberta. It controls some 140 country elevators in its province and a number in Saskatchewan.

"It will be noted that these three groups control substantially all of the elevators in Alberta," said F. R. McD. Russell, chairman of the Vancouver Harbor Board. "It is to be expected that the maximum amount of grain which can be economically handled through their Vancouver terminals will be shipped here by these interests. If the crop and shipping conditions are normal in the 1927-28 season, Vancouver will undoubtedly obtain a large share of the export grain movement."

PEORIA RE-ELECTS ITS GRAIN-MAN MAYOR

Practically without opposition, Louis Mueller, president of the Mueller Grain Company, was re-elected on April 5, Mayor of Peoria for another two-year term. Mr. Mueller was born in Peoria and has been identified with the grain trade in that



LOUIS MUELLER

city for 31 years. In 1911 he formed his own company and has been its directing head ever since.

For over a quarter of a century Mr. Mueller has been active in civic affairs having served at various times as alderman, member of the Republican Senatorial Committee for the Peoria district, and as a member of the library board.

He has been equally active in the affairs of the Peoria Board of Trade, serving on almost all important committees, on the Board of Directors for 14 years and in 1916 was elected president of the organization.

We wish for Mr. Mueller as successful a second term as mayor as he has had during the past two years.

ANSWERS IOWA'S PROTEST ON CORN CHANGE

Strong sentiment in favor of the highest standard of grain contract has caused the removal of No. 4 corn from delivery on future contracts of the Chicago Board of Trade. President John A. Bunnell submitted to the Iowa legislature a copy of a report by a special committee whose inquiry followed a protest from Iowa against the recent change. Farmers as well as the grain trade were at a disadvantage, the committee declared, by reason of the rule that formerly permitted delivery of No. 4 corn. Those holding these future contracts had to accept "a grade of corn that could not safely be carried through the spring months." To avoid this large risk, it was stated, the tendency had been to dispose of the futures contract which, in turn, depressed the general price level. Support to the market was thus discouraged.

"A future corn contract shorn of that hazard," says the report, "has a distinct tendency to draw greater support to the market by encouraging the buyers to own futures both for carrying and for

protection against forward products sale. Such support inevitably strengthens the market and tends to stimulate prices to a higher level."

After setting forth in some detail the advantages of the new contract to the producer, the committee, composed of L. N. Perrin, E. M. Combs and D. H. Lipsey, urged greater co-operation and less ill-advised criticism by Iowa interests. "It is the confident belief of your committee," says the report, "that if those responsible for the resolution in the Iowa legislature would give the matter genuine study and thoughtful deliberation it would be clearly apparent that the elimination of No. 4 corn from delivery on future contract would redound to the material benefit of Iowa corn growers."

"It might be well to mention here that in the course of your committee's inquiry the fact has become more and more obvious that a better understanding of the Chicago situation by farm leaders and officials would be highly beneficial to the growers. History shows that in times of even moderate price depression, due to surplus production, attacks upon the marketing machinery have been numerous and intense. Some of the advice has been hasty and ill-chosen and has confused the farmer, discouraged support for the farmer's grain market to the disadvantage of a higher price level, and has caused general confusion. Such clamor based upon hasty consideration, whether good or bad in its intent, nevertheless churns the channels of trade, destroys confidence and often permits prices to sag from their normal course.

"As is well known by the Grain Futures Administration, the grain trade in general, and all allied interests, the Chicago Board of Trade is today performing a most difficult public service—that of marketing the nation's grain crop—in an efficient and economical manner. In such trying periods it should have the wholehearted support of agricultural interests, and of all public officials. The producer suffers, the grain trade suffers, and the public in general suffer, directly or indirectly, when some act of the exchange or of some individual member is seized upon and given widespread publicity without first carefully weighing the facts. Such a condition is unfortunate and destructive.

"The Chicago Board of Trade appreciates the opportunity to reply to this petition and invites frank co-operation and constructive criticism at all times."

PEORIA SEES LITTLE CHANGE

The cash situation at Peoria, and this market is nothing more than a cash market and a good big one at that, has been running along in about the usual way. Very little wheat is being handled—not enough to make a market.

The local corn industries are now needing approximately 75,000 bushels or more of corn daily. The arrivals here have been quite irregular, depending very much on the weather and conditions of the country roads. However, the bad roads have not in every case hindered an increase of receipts when prices have been attractive enough to bring it this way. We have really handled a very considerable quantity of corn since the crop was ready last fall, and while we have had some bad spots in values, conditions generally were satisfactory to shippers. We have had at least the usual amount of hot corn that is due at this season of the year and, of course, this has suffered good big discounts in most cases, but, by reason of having industries that can use this style of corn this has been a good market and more attractive than others for off-grade and Sample Corn. The general shipping situation has been almost as "dead as a mackerel." Here and there a spurt of shipping demand but nothing that could be depended upon to continue and right now we are unable to meet any quotations that are being made in the East or South. The demand for corn here is likely to continue without much interruption for an indefinite time.

In oats there has been considerable business though our market, like others, has had a very light movement. The stocks in store have been largely worked off and are now very small. So far as prices are concerned the Peoria market is the equal of any of the primary markets and ship-

ments can be made this way to satisfaction. Today our reports from the country indicate that just about one-half the sowing has been completed—perhaps a little more. It should be completed this week providing the weather will permit. We think fully half of the oats will go into the ground late, which is not a favorable start for an oats crop.—*P. B. & C. C. Miles, Peoria, Ill.*

ELECTION AT MILWAUKEE

The Milwaukee election of officials of the Chamber of Commerce was very quiet this year. W. A. Hottensen had been such a popular president in the past year that there was not even talk of making any change for the coming year. When the caucus came along no other name was proposed. Even on the Board of Directors there were no surplus nominees. In fact when the affair was over, it was found that only one excess nominee was on the lists and one withdrawal was promptly made, so that the caucus was virtually the election.

However, the election had to be held according to the formalities. The list of officials besides Mr.



W. A. HOTTENSEN

Hottensen is as follows: First vice-president, A. L. Johnstone; second vice-president, A. L. Flanagan; secretary and treasurer, Harry A. Plumb.

The directors chosen were L. J. Beck, J. Walter Rice, and Ott R. Sickert. The Board of Arbitration chosen was Arthur J. Riebs and E. S. Terry. The Board of Appeals was composed of old members of the exchange and included J. J. Crandall, H. H. Peterson and A. R. Taylor.

EASTERN DEMAND DULL

Receipts of all grains in Buffalo are very light, which is a natural condition at this particular time of the year.

There is very little demand for Winter wheat of any kind, although we believe, however, that there will be some business very soon, as the local mills advise they will be in the market about the first of May.

The Eastern demand for oats and corn is very dull. The local mills are buying rail corn at the present time. There are a number of cargoes of corn now loaded in Chicago and other markets that will be here within the next week or 10 days, which will make our stocks of corn very large.

There are very few good oats in this market. At the present time the local mills are inquiring for No. 3 White oats that is suitable for milling. I would say that the general condition at the present time indicates a rather dull eastern demand for all grains.—*McConnell Grain Corporation, Buffalo.*

WHEAT CLEANED UP

The cash situation in wheat, corn and oats in our territory is rather unusual. In this territory of ours in the past, our farmers are usually large

holders of wheat and corn. This year the wheat especially moved from the farms right after it was threshed. We think there is a smaller percentage of the crop in farmers' hands than we have ever known at this time of the year.

Owing to the awful wet weather last fall our corn and oats are very short and we do not look for much of a movement in either of these grains.

The growing wheat looks well but the acreage is very short. I doubt if our county which is one of the large wheat counties of the state has over one-third of an average acreage, and we doubt very much if Ohio has much over 50 per cent of a crop in acreage, and from what we can learn this is largely true of Indiana and Michigan.—*The Sneath-Cunningham Company, Tiffin, Ohio.*

HIGH GRADES IN DEMAND AT DULUTH

There has been a fairly good demand in our market recently for better quality wheat, but poor quality Spring, as well as Durum, has been decidedly slow sale.

Very little doing in either corn or oats, more of a feeders' proposition.—*From a recent letter from White Grain Company, Duluth, Minn.*

GOOD DEMAND AT CINCINNATI

Glad to report that we are having a good export business for wheat.

The corn inquiry has been good and no doubt a surprise to you will be the fact that there has been a very good inquiry for oats.

Think all of the dealers in this market are working for the best, and trust it will continue.—*The Early & Daniel Company, Cincinnati, Ohio, in letter of April 11.*

VOLUME OF GRAIN FUTURE TRADING IN MARCH

Another small volume of future trading on the Chicago Board of Trade was recorded in March, according to the report of the Grain Futures Administration. The total for all grains was only 1,313,746,000 bushels as compared with 2,055,145,000 a year ago, but it was larger than February or January of this year, the total for those months being, respectively, 857,330,000 and 930,949,000 bushels.

The March trades were divided among the various grains as follows, for the purpose of comparison the February figures for each grain being given in parentheses: Wheat, 788,326,000 bushels (493,444,000); corn, 399,209,000 bushels (268,854,000); oats, 85,380,000 bushels (65,277,000); rye, 40,831,000 bushels (29,755,000).

The average open contracts for March, "short" side of contracts only, there being an equal volume open on the long side, were: Wheat, 86,896,000 bushels, compared with 95,431,000 in March 1926 and 87,976,000 in February 1927; corn, 84,959,000 bushels, as against 59,434,000 last year and 77,933,000 last month; oats, 48,396,000 bushels, compared with 50,350,000 in March last year and 49,714,000 in February; rye, 15,099,000 bushels as against 14,875,000 a year ago and 15,083,000 last month.

ACTIVE CORN MARKET AT INDIANAPOLIS

Ed. K. Shepperd of the Cleveland Grain & Milling Company, Indianapolis, Ind., writes, under date of April 11:

Prices obtainable for cash wheat do not show much improvement. This refers to Soft Red Winter wheat, but our market is as good as any. Millers do not show much disposition to increase their stocks. Quite a large per cent of our receipts of wheat has gone for export.

Our receipts of corn have held up better than expected, owing to the fact that weather conditions have been against farming and we have had a larger movement from the country than was generally expected. Cash prices have advanced steadily in relation to the option. Fairly good demand for all kinds of corn, and while we are getting in a good deal of off-grade corn, it is selling well in relation to the better grades.

We are not receiving enough good oats to take

care of the demand. Three White oats are wanted at good prices, but most of the receipts are grading No. 4 and Sample on account of heat damage, and the discount of these oats is widening on account of the fact that only a very small per cent of our receipts is grading No. 3.

I have just returned from a trip through southern Indiana, and it is being hit pretty hard by water at the present time. A good deal of wheat is under water and will no doubt be damaged to quite an extent. The wheat in the higher grounds in southern Indiana, however, is looking fine, with prospects for a mighty good crop.

A LEADER AMONG BUFFALO CREDIT MEN

The place of credit in modern business has become one of the largest and most important stones in the merchandising structure, so that we like to see grain men assume their rightful place among those in whose hands credit and its responsibilities are placed.

Frank A. Worth of Spencer-Kellogg Company, has been elected a director of the Buffalo Association of Credit Men and is a member of the Adjustment Bureau Committee and the Credit News Committee



FRANK A. WORTH

of the association. For many years Mr. Worth, who has been identified with the grain trade, has played an important part in the affairs of the Buffalo Association of Credit Men.

PEORIA MOVEMENT LIGHT

Wheat: Movement of wheat to this market the past month has been very light; looks like most of the wheat has been shipped out, although there is still some poor wheat, but this is being used for feed, quite a portion of it at the growing point. Fall planted wheat in this territory looks fair to good, but the acreage is considerable less than last year.

Corn: Movement has been fair to heavy the past month and prices have been jockeying around with no great change in prices; our market has kept pace with other markets and at times has been considerable above others, but generally in line. All receipts have met with a good industrial demand and the demand continues good. Stocks in store we notice are being reduced some, but up to the present time, have not been going down fast enough to make new friends for a better market, although the cash article is gradually creeping up on the futures. Soon as the weather settles we look for light receipts and a better demand for stored stocks.

Oats: Our receipts the past month have been fair, but not enough to hurt the price very materially, although the futures have been weak along with other grains. Prices in this market have been above others most of the time and all offerings have been well taken. Our elevator stocks are only a little more than one-third of what they were a year ago. We believe that before another crop is raised, cash oats will be scarce and bring considerable more money than they are now selling for. Oats

seeding is only a little better than half completed in this state and at present time the fields are too wet for seeding and farm work in this state is being generally delayed on account of wet weather.—*Mueller Grain Company, Peoria, Ill. Market letter of April 12.*

BUFFALO MARKET QUIET

The movement of grain from country points to this market has shut off almost entirely. As a result spot premiums are advancing and store stocks are being reduced. The eastern demand remains about normal and with a continuance on the present basis good inroads will no doubt be made on elevator stocks before another free movement of country grain takes place.

Opening of lake navigation within a week will see the shifting of some grain now at the head of the lakes to this port. Most of the wheat and rye which will come down, however, has already been sold for export and will move right out, while the corn and oats will gradually go into domestic consumption.—*J. G. McKillen, Inc., in letter of April 11.*

CHANGES IN MEMBERSHIP

Duluth.—E. B. Sheffield has recently been granted membership on the Board of Trade. The membership of Charles E. Lewis has been withdrawn. Reported by Secretary Charles F. MacDonald.

Chicago.—The memberships of the following on the Board of Trade have been transferred: Estate John H. McReynolds, Walter J. C. McGraw, George T. Wood, Jr., Don C. Carr, Clarence L. Graff and Frank H. Williams, Kay Kimbell, Edw. W. Byrne, Jos. A. McDonough, John F. O'Connell, Jack C. Sturtevant and Wm. J. Mueller have been admitted to membership. J. C. Moats of St. Joseph was suspended April 12 for five years. Reported by Secretary James J. Fones.

Wichita.—W. P. Little has been admitted to membership on the Board of Trade. Reported by Executive-Secretary C. B. Rader.

Baltimore, Md.—New members on the Chamber of Commerce are William H. Gideon and E. Milton Berry.

TERMINAL NOTES

Trading on the curb of the Exchange at St. Louis, Mo., now starts at 1:30 instead of 2 p. m.

The name of the Northwestern Malt & Grain Company of Chicago, Ill., has been changed to the B. F. Hales Corporation.

The railroad elevators at Baltimore, Md., have been declared regular by the directors of the Baltimore Chamber of Commerce.

The name of the Spillers Grain Company, Ltd., New York, has been changed to the Spillers Milling & Associated Industries, Ltd.

The Benton Grain Company and the Wolcott & Lincoln Grain Company, with headquarters at Kansas City, Mo., have opened branch offices at Pratt, Kan.

A. R. Dennis has been elected chairman of the Weighing Committee of the Baltimore Chamber of Commerce. Mr. Dennis was formerly president of the exchange.

Jerry Boling has resigned as chief grain inspector for the Atchison (Kan.) Board of Trade. He is now assistant manager of the local Chamber of Commerce there.

A branch office has been opened at Fort Dodge, Iowa, by the Fraser-Smith Company of Minneapolis. E. M. Larson, formerly with the company at Windom, Minn., is in charge.

At a recent meeting of the Board of Directors of the Baltimore Chamber of Commerce, Edward Netre, Wm. T. Shackelford, Eugene H. Beer and Wm. Rodgers were elected directors.

A membership on the Omaha (Neb.) Grain Exchange owned by the Bowsher Grain Company has been bought by the Blackburn Milling Company, owners of a 250-barrel flour mill at Elkhorn, Neb.

Seattle (Wash.) connections have been made by James Richardson & Sons, Ltd., grain merchants of Canada, New York and Baltimore. The purpose of this move is so that the company may be able

to export grain through the Port of Seattle. It has applied for membership on both the Merchants Exchange and the Merchants Exchange Clearing House Association. The Pease Grain Company will represent the Richardson company in the Pacific Northwest.

Members of the Kansas City Board of Trade are to revive the trading in grain futures privileges. At 1:30 p.m. each day the market for bids and offers will be opened and continued for one-half hour.

The New York State Legislature has passed the bill prepared by Secretary Pond of the Buffalo Corn Exchange relieving grain brokers and commission men from the requirement of bonds and licenses in the handling of carlot cereals.

N. A. Anderson has been elected president of the Denver Grain Exchange, Denver, Colo. He is associated with the Anderson Hay Company of Denver. Harry E. Kelly, manager of the Model Flour Mills, has been elected first vice-president.

A co-partnership has been formed at New York City by Connor, Ludlow & Malloch, formerly with John H. Flahive & Co. The company deals in cash grain and a forwarding business and has offices in the Produce Exchange.

Reports are that the grain and feed firm conducted by the late W. F. Macneal as W. F. Macneal & Co., in Baltimore, Md., will be conducted by two of the oldest employees of the firm. They will probably operate under a different firm name.

The application of the Merchants Exchange of Portland, Ore., to the Seattle, Wash., Exchange that Portland be made a delivery point for Seattle future delivery wheat has been withdrawn. This followed Seattle's agreement that the Portland price be discounted 1 cent per bushel.

Late March and early April saw a good movement of Soft Red wheat out of St. Louis via the barge line. If more barges were available and a freer supply of ocean tonnage at New Orleans, St. Louis grain men believe that the volume of wheat moving down the river for the port would be much greater.

On March 31 a special meeting was held of the Duluth Board of Trade to elect a member of the Board of Appeals to succeed W. C. Mitchell, deceased, and two to fill the Board to five members as recently provided for in an amendment to the rules. F. C. Tenney, W. S. Moore and H. A. Starkey were elected.

Pending the appointment of a chairman for the Grain Commission of Canada, the term of Leslie Boyd, present chairman, was extended for one year. Mr. Boyd was appointed in 1917 for a term of 10 years and was due to retire this year. The extension was made to give the Government time to make a final decision.

N. J. Breen has been elected honorary president of the Winnipeg Grain Exchange Curling Club and life membership was conferred upon A. Thomson, president of the Exchange. Mr. Breen is director and western general manager of the Lake of the Woods Milling Company, Ltd., Winnipeg. John Fleming is president of the club.

In order to avoid misunderstanding or difference of opinion concerning the terms of sale on the New York Produce Exchange, the Committee on Grain has recommended that members of the Exchange and particularly brokers attach the following clause on all contracts: "All disputes arising under the contract to be settled according to the rules of the New York Produce Exchange."

By a vote of 579 to 139, the proposition to remove No. 3 White oats as a contract grade on the Chicago Board of Trade was defeated by members of the Board. The purpose of the amendment was to insure buyers of contract deliveries a kind of oats suitable for manufacturers of oat products, whereas the existing rules permitted delivery of a grade which it was contended was fit only for feed.

The St. Louis Merchants Exchange was to have given a testimonial dinner for Hon. Cleveland A. Newton, former representative of the Tenth District in Congress, on March 29, but was obliged to postpone it because of illness of Mr. Newton. Mr.

Newton retired voluntarily from service at the close of this session of Congress. He was untiring in his efforts for inland waterways and the members of the Merchants Exchange wished to show their appreciation in this manner.

E. C. Faircloth, Jr., president of the Cherokee Mills, and William Gupton, president of the American Steam Feed Company, were named as directors at the recently held annual meeting of the Nashville (Tenn.) Chamber of Commerce.

Trade and civic organizations have endorsed Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., for re-election as a director of the United States Chamber of Commerce. Mr. Lonsdale's first term as a director of the Chamber expires in May. He has been chairman of the national chamber's Committees on Ownership of the Merchant Marine and Civic Development and was a member of two of its Transportation Committees.

Corn prices are now quoted by the Grain & Hay Exchange of Cincinnati, Ohio, on the basis of the freight rate to New York from country points, instead of quoting the irregular local prices. The basis is: Cool and sweet Yellow corn, not over 6 per cent damaged or 19.5 per cent moisture; White corn same as Yellow; Mixed corn 3 cents under Yellow. Discounts averaging 1 cent per bushel for each 1 per cent of damaged over 6 per cent and $\frac{3}{4}$ cent per bushel for each $\frac{1}{2}$ per cent of moisture over 19.5 per cent. Discounts for musty corn about four cents a bushel. Heating, hot corn or with excessive heat damage or foreign material sold on its merits.

TRADE NOTES

The Jones-Hettelsater Construction Company of Kansas City, Mo., because of its rapidly expanding business, has found it necessary to increase its capital stock from \$30,000 to \$100,000. The new issue of stock is all in common shares and has been absorbed by the officers and employees of the company.

The Webster Manufacturing Company of 1856 N. Kostner Ave., Chicago, has just issued a folder on Car Movers, featuring the Sheldon Car Mover, which has a compound lever, and the Champion Car Mover which is a bar of steel with hardened toe, and an insert heel of triangular tool steel. Car movers are a necessity around every grain elevator, and the folder serves as a memoranda for where they can be obtained.

The Willey-Ellis Company, makers of the well-known Willey-Ellis Grain Driers, has acquired an additional 222x246 feet of ground adjoining its present site at Talman Avenue and Twelfth Place, Chicago, on which a new building will be erected to supplement its present facilities. The new plant will cost \$200,000, bringing the total plant investment to \$750,000. The company will be equipped to give better service than ever before.

Many millers have come to think of Salem elevator buckets as "just buckets," and many will be interested in the new folder issued by the Weller Manufacturing Company, 1820-1856 North Kostner Avenue, Chicago, showing variety of size, shape, and utility that is surprising. The buckets vary in size from 2½ by 2½ inches up to 30 by 8 inches, and the pitch of the opening varies from 23 degrees to 38 degrees. The folder has points of decided interest.

The annual report of the Timken Roller Bearing Company of Canton, Ohio, shows a prosperous year, the sales of bearing to industries in 1926 being about double those of 1925. During the year three new types of bearings were introduced, a line of large bearings for extra heavy duty: "all thrust" bearings for valves, pivots, etc.; and double bearings for certain types of motors, turbines, etc. But perhaps the most notable performances of the year was the successful introduction of Timken Bearings on steam railroad freight and passenger cars, which

reduces the power requirements for starting 88 per cent and materially reduces pulling power required. A new type of truck for freight cars has been introduced which makes the outlook for Timken equipped freight trains very bright. Incidentally the company showed a net profit of \$8,474,103.45.

F. V. Saunders of Chanute, Kan., formerly of the Neosho Roller Mills will represent the J. B. Sedberry Company in southwest Missouri and south-eastern Kansas for the sale of the Jay-Bee Hammer Mill. The increase in the use of ground feed by stock and poultry raisers has increased the demand for Jay-Bee Mills enormously and Mr. Saunders should be kept busy.

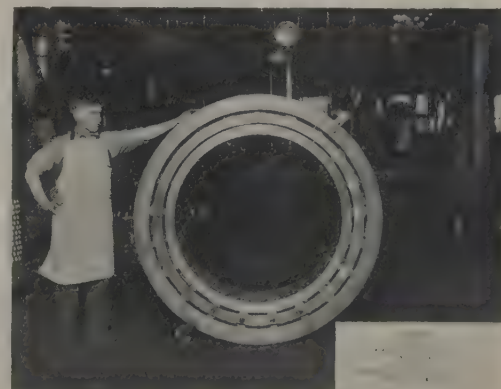
Fairbanks-Morse & Co., of Chicago, has taken over the scale business of The Fairbanks Company of New York, it was officially announced in the company's office today. In 1916 Fairbanks-Morse purchased E. & T. Fairbanks & Company, with its scale factories at St. Johnsbury, Vt., and East Moline, Ill. The Fairbanks Company of New York, however, held the distributing rights for Fairbanks Scales in the eastern and southern portions of the United States and abroad. The present transaction, therefore, gives Fairbanks-Morse complete control of the manufacturing and distribution of Fairbanks Scales. A scale manufacturing plant at Birmingham, England, as well as the London sales agency and all other sales agencies throughout the world, is included in the deal.

THE LARGEST TIMKEN BEARING EVER BUILT

The largest bearings built by the Timken Roller Bearing Company, Canton, Ohio, have just been completed and shipped, according to officials of the company. These bearings have a bore of 42 inches and an outside diameter of 61-9/16 inches. At 30 r. p. m. these bearings have a capacity of 2,750,000 pounds. The weight of each bearing is more than two tons.

Not only are these bearings the largest ever built in the Timken plant, but they will be installed by the Allis-Chalmers Manufacturing Company in the largest cement mill in the world. This will be put in service in a plant manufacturing portland cement. This mill has a diameter of 10 feet and 9 feet by 45 feet long and is used to take the clinker from the cement kiln and grinding it to finished cement in one machine.

The advantages of the Timken Bearing in this



machine will be the material reduction of the overall length of the machine, since the width of the Timken Bearings is only 13¼ inches. Likewise, Timken Bearings may be adequately enclosed, which will obviate the necessity of renewing the lubricant supply except at infrequent intervals. The tapered construction of the bearing permits the carrying of all loads, regardless of direction without the use of thrust plates or special thrust bearings.

Bearings of unusual size and large capacity have been built for some time in the Timken plant and are used in many applications in steel mills, and other types of equipment where shafts of unusual size and loads of exceptional magnitude require bearings capable of withstanding the severe service for long periods without renewal.

W. S. HOVEY NEW HEAD OF FAIRBANKS-MORSE

At an annual meeting of the directors of Fairbanks-Morse & Co., W. S. Hovey was elected president, the former president, C. H. Morse, becoming chairman of the Board. This is the first time this position has been held by a man not of the original Morse family.

Born in 1875, a graduate of Cornell, Mr. Hovey joined the Sheffield Car Company, an affiliation of Fairbanks-Morse, in 1902, as assistant superintendent. Later he became superintendent, which po-



W. S. HOVEY

sition he held until 1913, when he was transferred to the Beloit Works of Fairbanks-Morse as manager of the engine division. A few months later, saw him general manager of that plant.

In 1919, Mr. Hovey was elected vice-president in charge of all the manufacturing activities of Fairbanks-Morse and in 1924 was made general manager of the entire business.

His elevation to the presidency brings a man to the helm of this company who has worked his way up through the ranks. His thorough grasp of all factors of this widely extended business makes him, in the opinion of his associates, well suited for the new office. He will remain general manager with headquarters at Chicago, Ill.

CUTTING OFF THE ENDORSER

By M. L. HAYWARD

"Take my note for my past due account?" the customer queried.

"Yes, if you'll agree to get your brother John to endorse it," the grain merchant agreed, accepted the note, and placed it in the local bank of collection.

A week later, John, the endorser, strolled in.

"Have you got a note endorsed by me?" the endorser queried.

"I have and I haven't. I've got the note, but I left it down to the bank for collection," the grain merchant assured him, and the endorser made his way to the bank.

"I understand that you're holding a note made by my brother in favor of the grain merchant up street, and endorsed by me," the endorser announced, and the cashier confirmed his impression.

"At the time I endorsed the note there was an understanding between my brother and me in reference to a certain matter, and it wasn't carried out, and he agreed to take my endorsement off the note," the endorser explained.

"What did you want us to do?"

"You know that my brother's good for three times the face of the note, and if you'd just mark my endorsement off the back it would fix everything up all right," the endorser proposed, the cashier located the note, and drew two heavy red lines through the endorsement.

Time passed on, according to a habit which it has, the note fell due, the customer was in bankruptcy,

the endorser refused to pay, and the merchant sued the bank in the Georgia courts.

"Where the pledgee permits the endorser to erase or withdraw his endorsement from the notes without the consent of the pledgor, thus rendering the notes insolvent, such action on the part of the pledgee amounts to a conversion of the notes, just as much so as if it should sell the notes and receive the value in money therefor," was the reasoning of the court set out in *117 Southeastern Reporter*, 741.

WHEAT CONTEST TO BE HELD

The corn yield contest which has been conducted now for several years in Nebraska has proved to be such a success, that the agricultural college and the county farm bureaus are uniting this year to sponsor a Winter wheat contest similar to the corn yield contest. Its purpose will not be to encourage more wheat but to see who can grow the most wheat per acre at the greatest profit. Fields of 10 acres or more may be entered.

Contestants will be scored on the basis of 65 per cent for yield, 25 per cent on profit per acre, and 10 per cent on quality. A record on labor costs and a report on methods used in growing the wheat will be required.

The contest is expected to furnish information of value on seed bed preparation, time of seeding, variety, and other points in growing wheat. Irrigated wheat fields are barred. Any farmer in the state may enter the contest.

FREE IMPORTS TO MEXICO STOPPED

On April 15 permits for the duty-free importation of wheat into Mexico will be stopped and permits already issued will not be valid unless importation is made before that date.

The wheat must be withdrawn from the custom house within 15 days after arrival. After April 15 the regular duty of three centavos per gross kilo, plus 12 per cent of the duty again applies to all imports of wheat into Mexico.

FALL WHEAT IMPROVES

The condition of the Winter wheat crop on the first of this month was 84.5 per cent of normal, an increase of 2.7 points over December condition, the Department of Agriculture has announced.

The condition compares with 84.1 on April 1 last year, 68.7 in 1925 and 79.8 for the 10-year, April average. The crop has shown an average decline of 4.6 points between December 1 and April 1 in the last 10 years. The area sown last fall to Winter wheat was 41,807,000 acres and the condition on December 1 was 81.8. The area harvested last year was 36,913,000 acres, while production totaled 626,929,000 bushels, an average of 17 bushels per acre.

The condition of rye on April 1 was 86.4 per cent of a normal, an increase of 0.1 per cent from December 1, last. The condition compares with 80.2 on April 1 last year, 60.7 in 1925 and 79.8 the April 1, 10-year average. This crop has shown an average decline of 2.2 points between December 1 and April 1 in the last 10 years. The area sown last fall to rye was 3,579,000 acres and the condition on December 1 was 86.3.

The area of Winter wheat and rye acreage remaining to be harvested will be announced May 9, when the first forecast of indicated production will also be made.

AN ELEVATOR EXPERT

Realizing that Chicago is the center of the grain trade, The M. A. Long Company of Baltimore, one of the leading designers and builders of modern grain elevator plants, in October 1926, established an office in Chicago. This office is in charge of A. F. Eiseler, western manager, and located in the Postal Telegraph Building.

Mr. Eiseler had lived in Chicago all of his life,

attended the grade and high schools, and received his technical education at the Lewis Institute. His first position was in the engineering department of the Stephens-Adamson Manufacturing Company at Aurora, Ill. In 1905 he became associated with James Stewart & Co., where his previous experience in designing power transmission and grain handling machinery proved of value in connection with the design of grain elevator structures. After several years, Mr. Eiseler was made chief draftsman and later principal assistant engineer. The last four years of his 18 years connection with this company, he was one of the partners in the grain elevator department.

During the World War, Mr. Eiseler was commissioned by St. George Boswall, chief engineer of the Quebec Harbor Commissioners, on behalf of the Canadian Government, to report and advise regarding a floating grain elevator and marine tower at Quebec which had been designed and built in England for use in connection with receiving, storing, and transferring of grain from Ocean going vessels. In this connection, Mr. Eiseler introduced modern American method for the rapid handling of grain with improved power transmission facilities.

From 1921 to 1926 Mr. Eiseler was identified with the building of the New Orleans Public Terminal Elevator Marine Tower, the Norfolk Terminal Elevator at Norfolk, Va., the Markham Yards Coaling Station, and during the past year designed and built a reinforced concrete, stone crushing, screening and storage elevator for the Stearns Lime & Stone Company, Chicago, Ill. This elevator marked a step in advance in scientific handling of crushed stone by means of a gravity system. It is interesting to note that the structure was built with mov-



A. F. EISLER

ing forms which afford economy in construction. This design was originated by Mr. Eiseler. He is also a pioneer in the application of a slow speed Synchronous Motor to take the place of engine drives in wooden elevators which would not warrant the expense of individual motor drives. The first installation of this type was made in the National Elevator, Chicago, Ill., for Rosenbaum Bros.

In October 1926, Mr. Eiseler was made western manager of M. A. Long & Co. Since that time he has been identified with the construction of a storage annex and grain handling facilities for the Commercial Solvents Corporation of Peoria, made improvement in the drier at the Rosenbaum Bros. Belt Elevator at Chicago and is identified with the building of the new 400,000-bushel grain elevator to be erected for the B. A. Eckhart Milling Company of Chicago.

Mr. Eiseler is a member of the Western Society of Engineers, the Medinah Athletic Club, Lincoln Park Boat Club, and takes an active part in fraternal organizations.

NEWS LETTERS

BUFFALO

ELMER M. HILL CORRESPONDENT

GRAIN ELEVATORS along the Buffalo waterfront are waiting for the arrival of the first grain carriers of the 1927 season of navigation from shipping ports on Lakes Michigan and Superior. Ice conditions early in the month indicated that the season probably will open early in May. There is no evidence of an ice jam in the lower Lake Erie similar to that which existed a year ago when navigation was delayed almost six weeks. There has been some lake traffic between Buffalo and Cleveland and navigation between Detroit and Cleveland was opened about three weeks ago. The last of the winter grain storage cargoes was unloaded early in the month when the steamer *Edward F. Loomis* of the Great Lakes Transit Corporation pulled up alongside the Kellogg Elevator and discharged 250,000 bushels. During the winter 78 boats with storage grain were unloaded. The fleet had 23,922,219 bushels of grain. Most of the vessels at Buffalo have been reconditioned and are waiting for the opening of the Great Lakes grain trade.

There promises to be quite a rush of grain down the Great Lakes with the opening of the 1927 season. It was reported by grain interests at Buffalo that a fleet of 49 vessels will clear from the Canadian Head of the Lakes with grain cargoes, the bulk of which is destined for Buffalo. It was said that 37 boats carrying 7,812,881.2 bushels have been loaded with grain at Fort William and Port Arthur. There also is a large number of boats at Duluth and Superior and many have taken on grain cargoes at South Chicago and Milwaukee for Buffalo.

The Moffat Flour Mills, Inc., announces plans for the erection of a new grain elevator of reinforced concrete construction, costing approximately \$600,000, in connection with its plant at Buffalo.

Captain Thomas W. Kennedy, general manager of the Grain Handling Corporation of Buffalo, announces the appointment of foremen and timekeepers for terminal elevators along the Buffalo waterfront for the 1927 season. There are three divisions in the unloading staff of the Grain Handling Corporation with a general foreman for each. The foremen for next season are Timothy Harmon, Thomas Coggin and Thomas Hempstock.

Earl W. Bailey, one of the pioneers in the grain and feed business in Buffalo, is dead. Mr. Bailey was 92 years old. As a youth he established the business of Cutter & Bailey, grain and feed dealers in Washington Street.

Keen interest was shown by Buffalo grain dealers in the decision of the Interstate Commerce Commission to the effect that the transit charge of 1½ cents in connection with the f. o. b. rates on grain and grain products from Erie, Pa., Buffalo and Oswego to eastern destinations was not unreasonable but is discriminatory and prejudicial. The Commission held that the transit charge should be removed by establishing the same transit charge on ex-lake grain from Erie, Buffalo and Oswego as contemporaneously applies on all-rail grain from central and western territories. The Commission, however, refused to allow reparation, holding that damage resulting from unjust discrimination had not been shown in the case upon which the decision was based.

Navigation through the Welland Ship Canal connecting Lakes Erie and Ontario was expected to be resumed for the 1927 season on April 15 although it is expected it will be at least a week later before there is much traffic through the waterway. Increased use of the Welland Canal on the part of Great Lakes grain shippers to reach Montreal and the Canadian-Atlantic Seaboard is predicted by the Dominion Government and the Montreal elevators.

State and Federal workers in the corn borer control campaign held a conference in Buffalo with Commissioner Charles P. Norgard, assistant head of the Department of Agriculture and Markets. E. V. Underwood, in charge of the educational work on the corn

borer in New York state, explained the results which already have been accomplished to rid New York state farms of this pest. It is planned to hold educational demonstrations and practical farm work tests for the eradication of the corn borer in all of the agricultural counties of the state.

There will be a marked increase in the volume of shipping over the New York State Barge Canal this season, judging by reports from grain forwarding companies which will make use of the state waterway in moving grain from terminal elevators at Buffalo to the Atlantic Seaboard. It was expected the canal would be ready for navigation about April 15. Up to the early part of April more than 1,000,000 bushels of grain had been loaded on canal size boats for shipment to New York. The Great Lakes Grain Company, Inc., predicts the grain movement via canal from Buffalo to New York should show a very decided increase over a year ago. Large motor propelled grain boats will be put in service on the canal this year.

INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

WHILE the Indianapolis grain dealers are marking time during the Lenten period there are some optimistic evidences of business in the near future. Receipts are very light and advices from country points are equally as light, but inquiries show that there will be an improved demand for grain as soon as the industrial world is livened by the many activities customarily revived with the advent of brighter outdoors life. The congestion of a month ago has been cleared up and elevators hereabouts are operating on the usual schedule. Farmers are busy with their usual spring work and wouldn't have time to haul their grain even if they had the inclination. In some sections the heavy rains have delayed farm work, and recent reports indicate that in many places oats haven't been sown due to the adverse weather. Low lands are covered with water which will have a tendency to delay early plowing. Wheat reports are good and in many instances flattering with no reports on freezing.

Shipments of corn are showing a better grade with an improved demand and receipts are readily disposed of.

The Board of Managers of the Indiana Grain Dealers Association met in Indianapolis on Thursday, April 7, to determine when and where the mid-summer meeting of the association will be held. As a rule the meeting has been held some time in June and it is barely possible that the time will be changed.

On March 28 the Pennsylvania Railroad equipped a Corn Borer Special for a 12-day schedule at Logansport, Ind., in connection with the agricultural extension division of Purdue University. The university has sent equipment and instructors in the infested areas to aid farmers in a general clean-up campaign. Enough has been said and written about the European corn borer to familiarize the farmers of the corn belt with the dangers that exist or threaten. The pest came down from Canada, where it had done great damage, and was found in Ohio. It was discovered in the Indiana counties bordering the Ohio line and Indiana immediately went to work. Ohio seems to have waited for the Government to act. Frank N. Wallace, state entomologist, went to work in Indiana on the theory that Indiana had its own work to do and he convinced the northern Indiana corn growers that it was a case of self-preservation. Indiana is getting 90 per cent clean-up in the infested areas, and although meetings were held throughout the fall and winter and some equipment purchased, the total expenditure to date out of state funds has been about \$15,000. Congress made \$10,000,000 available to fight and a new Federal organization is coming into Indiana to help. The Agricultural Department estimates that it will need to spend \$400,000 in northern Indiana and it is shipping in tractors, stubble breakers, and other equipment by the carload. The northern Indiana corn grower is going to be somewhat perplexed. Wallace told him

that he must clean up his fields to save himself. The Government organization has started to tell him he must clean up to save Iowa and the rest of the corn territory. Both are right. The attitude of the Federal Government in this matter is typical. It thinks of the whole country and of the million of dollars. The public expects Uncle Sam to solve the corn borer problem, but the states should do their part. Indiana is going ahead with the work it had undertaken to do, but Washington must treat all states alike, so Indiana gets her part of the Federal money which has been made available.

Charles B. Riley, secretary of the Indiana Grain Dealers Association, has returned from his trip and is feeling much better.

Elevator "B", operated by the Cleveland Grain & Milling Company at Beech Grove, Ind., has started work on the new addition to the storage space. When completed the capacity of the elevator will be increased, making a total storage of one and a half million bushels. James Stewart & Co. have the contract and work is well under way.

Bert Boyd, as usual, sent out one of his April Fool novelties, an ink blot. Since the time the last one was mailed Bert has been busy answering questions and letters which have been coming to him from all parts of the state.

H. E. Kinney, who has been spending part of the winter in different parts of Florida has returned to Indianapolis. The extended trip was taken to improve the health of Mrs. Kinney, who has been greatly benefited.

TOLEDO

S. M. BENDER CORRESPONDENT

SOFT Red Winter wheat has shown a better tone in this market during the past month with discount gaining about four cents on the Chicago May future. Some large sales have been made of late both for domestic milling accounts and for export. Some of the larger mills have been attracted by the low prices but there are still many who are awaiting a better flour demand before buying. Stocks are low, as far as can be learned, while consumers' trade is small. This market has about 2,000,000 bushels in store, but this will not be too much if the present active trade continues. Receipts are still liberal considering the light country movement. Sales that have been made were mostly filled from wheat in store and this has relieved the elevator situation to some extent. Earlier in the season embargoes were placed on elevators here to relieve this condition but it is not likely that it will have to be done again. The new crop has an excellent start and with favorable weather this spring should make a full yield. It is reported the acreage is smaller than a year ago but this is disputed by elevator men and traveling representatives who have covered the state. The carryover will depend on the demand from now until the end of the season and if it is small may cause Soft Red wheat to go to a premium again.

Cash corn prices have advanced sharply of late and the demand has been quite active. Grading is much better and buyers have been able to make shipments greater distances without fear of damage. It is said seed corn will be scarce as the weather last fall spoiled so much corn while it was still in the fields. Indications point to a strong cash market and no increase is expected in the movement for some time while farmers are busy in the fields. No. 2 White oats have been bringing fancy prices and the heavy weights of good color are being eagerly sought by buyers in this and other markets. Other grades are selling well over bids to arrive. Some demand has been felt for rye for export, though the domestic demand is still slow. Stocks here are small and will probably be gone before the end of the season.

Millfeeds have been reduced in price during the month and sales have not been so large of late due to the advent of spring weather. It is likely further reduction in prices will be necessary to attract buy-

ers. Grass is getting green, showing that pastures will soon be ready for stock and feeding will be reduced accordingly. One favorable point is that stocks are not large in this territory and this will prevent any drastic slump in prices. Buyers have kept their supplies down to the minimum and been buying from hand-to-mouth of late. Mixers have had a fair business but are not buying heavily account of the possible reduced demand soon. Feeds have been sold to the South quite heavily and a salesman recently returned from Florida reports the surface has just been scratched in the millfeed business down there. The dairy business is booming and they depend on feeds almost entirely in that state. Reduced output of mills in this and adjacent territory should help to keep prices at a fair level until the end of the season.

William E. Savage, president of the Imperial Grain & Milling Company of this city, who has been spending several weeks with his family in Florida, is expected back the latter part of this month.

Grain dealers of southern Michigan held an informal meeting at Milan, Mich., the evening of April 7, being guests of the grain company at that station. After an excellent chicken dinner the dealers were entertained with music furnished by a local orchestra and Ben Hoffner and Fred Mayer of Toledo assisted by Bill Cummings. A Mr. Faulkner of Sturgis, Mich., addressed the meeting later and was enjoyed thoroughly by all present. Among those attending from Toledo were Bill Cummings, Fred Mayer and Joe Streicher of J. F. Zahm & Co., Charles Keilholtz and Steve Bender of Southworth & Co., Ray Wick of the East Side Iron Elevator Company, Paul Barnes of the Toledo Grain & Milling Company, George Woodman of Rosenbaum Bros., Harry De Vore of H. W. De Vore & Co., and son Henry, and Ben Hoffner and his "Jo," representing the Chicago firm of Lamson Bros. & Co. It was certainly a large evening for all and dealers were lavish in their praise to the hosts, Messrs. Squires & Auten of Milan.

The Rural Grain Company, Weston, Ohio, has bought the J. V. Dirk Elevator at that station for a consideration of \$13,000 and G. A. Lergier, manager of the Rural Grain Company, will manage both plants.

Receipts of grain for the past month were 733 cars of wheat, 259 cars of corn, 205 cars of oats, 25 cars of rye and 4 cars of barley. Total number of cars inspected, 1,226.

The regular monthly meeting of the N. W. Ohio Farmers Grain Dealers was held at McComb, Ohio, the evening of April 4. Several Toledo dealers attended and a good turnout of managers enjoyed a well arranged program.

Charles R. Keilholtz, of Southworth & Co., celebrated his thirty-fifth birthday on March 25 and red carnations were passed out to all those on the Exchange floor. He will finish 20 years of service with this firm on July 16 of this year.

Toledo has been made the headquarters for a tri-state war on the European corn borer and this district will consist of the States of Ohio, Michigan and Indiana. An army of 8,000 men, many of whom will work out of Toledo, will engage in a bitter offensive to wipe out this destructive pest which has made great inroads in these states during the past two years. The necessity for plowing under corn stalks and stubble is clearly shown by experiments which prove that 75 per cent of the borers are destroyed by this method.

Among those seen on the Exchange floor during the month were Edgar Thierwechter, of Oak Harbor, Ohio, Del Lloyd of Waterville, Ohio, John Rupp and F. Spengler, of Elmira, Ohio, Sam Rice of Metamora, Ohio; G. H. Barnes of Decatur, Ill., Bert Osgood of Dundee, Mich., and Fred Haselkuss, of Elmore, Ohio.

A. J. Hosler has bought the Mt. Cory Elevator Company, at Mt. Cory, Ohio, and will operate same independently. This is the plant formerly operated by J. A. Mayne.

H. J. Schultz is the new manager of the Home Grain Company, with plants at both Lagrange and South Millford, Ind.

Reports of grain shipments to this market from 1895 to 1926 inclusive, recently compiled by Archie Gassaway, secretary of the Exchange, show a gradual decline up to the year 1910 and from that time on through 1926 a steady increase. More than 24,000,000 bushels were handled last year. The natural advantages as well as bettered railroad facilities have worked wonders, during the past four years especially.

L. L. D. Chapman, local insurance man and member of the Toledo Produce Exchange for 15 years, died at his home in this city March 22 at the age of 67 years. He numbered many friends in the grain and milling business here who were deeply shocked

to hear of his death, which came very suddenly. He was prominent in the club and civic life of Toledo for many years, having come here at the age of 20 years to make his way in the world.

John C. Husted, formerly with the C. A. King & Co. of this city and now with the Bartlett Frazier Co., Chicago grain firm, was a visitor here during the past month.

Kent Keilholtz of Southworth & Co. was in Chicago on business during the past month.

Edgar Thierwechter of the Emery Thierwechter Company, millers of Oak Harbor, Ohio, is in Miami, Fla., where he will spend two weeks with his father and mother, who are wintering there.

Raymond P. Lipe, formerly engaged in the grain and hay business in this market, has returned from a tour of South America with his wife and family. Mrs. Lipe, who has been in poor health, has not improved much and is causing Mr. Lipe and the family great anxiety.

NEW YORK

C. K. TRAFON - CORRESPONDENT

MEMBERS of the New York Produce Exchange, and especially those interested in trading in grain futures, were greatly pleased early in April by an official announcement from W. C. Rossman, secretary of the Exchange. The report stated that trading in the wheat and oats pits during March was more than double the volume for the preceding month, the increase compared with the February business being 112 per cent, or the greatest increase in any one month since the futures markets began operations last August. This progress is a reflection of the improvement in the grain trade and a wider use of the local market by the trade generally, said President B. H. Wunder. The facilities which the New York market offers for minimizing the risk in the conduct of their business are becoming better understood by dealers, millers, exporters, and others in the trade.

Hans A. Riedel, of Thomson & Co., was one of the applicants elected to membership at the April meeting of the Board of Managers of the New York Produce Exchange.

The Nominating Committee of the New York Produce Exchange selected to name candidates for officers and members of the Board of Managers during the 1927-1928 term is headed by George Rossen of Funch, Edye & Co., chairman; C. W. Bowring of Bowring & Co.; William Beatty of the Barnes, Ames Company; A. C. Fetterolf of The International Mercantile Marine Company; George R. Flach of the Broenniman Company, Inc.; Fred O. Seaver of Dawson & Seaver; E. W. S. Knudsen of the Hansen Produce Company; Jerome Lewine of Henry Hentz & Co.; and F. B. Cooper of Frederick B. Cooper Company, Inc. The annual election will be held on June 6, the offices to be filled being: President, vice-president, and six vacancies on the Board of Managers.

Sol Simon of the Seaboard Flour Corporation has been elected to membership in the New York Produce Exchange.

Charles A. Connor, John A. Ludlow, and Thomas E. Malloch, who had been associated in the grain business on the Produce Exchange with the late John H. Flahive, have formed a co-partnership under the style of Connor, Ludlow & Malloch and will conduct a cash grain brokerage and forwarding business.

C. E. Donegan of the Canada-Atlantic Grain Export Company, Inc., was among the applicants elected to membership in the New York Produce Exchange at the last meeting of the Board.

According to an announcement posted on the bulletin boards of the New York Produce Exchange, Arthur V. Crofton has become associated with the local office of Faroll Bros.

James C. Murray, connected with the Quaker Oats Company on the Chicago Board of Trade, visited his friends in the grain trade on the New York Produce Exchange a short time ago.

Members of the New York Produce Exchange Bowling League are enthusiastically "doing their stuff" every Thursday night in pursuit of the handsome prizes donated by various officers and well-known members. Harry Gere of the Gere Grain Company, had an unusually good night late in March, rolling three clean games of 213, 201, and 254 for an average of 223. Others to make good averages were: A.

A. Rasmus, 189, with a clean game of 208; J. A. Ray, 188; J. R. Readdle, 181; J. A. Hook, 175; R. F. Straub, 174; P. H. Kenyon, 172; Frank Wagner, 172; H. Crofton, 170.

Trading in tickets of membership in the New York Produce Exchange has been slow during the past month. The Exchange itself has bought some regular tickets which have sold from \$2,000 to \$2,200. Further inquiry is reported with additional tickets possibly available at around \$2,000. There is some inquiry also for associate tickets, which are available at \$1,400 to \$1,500.

Leon M. Simmons, grain dealer, has been elected to membership in the New York Produce Exchange.

The eagerly awaited minstrel show of the New York Produce Exchange, given under the auspices of the Bowling League took place according to schedule in the grand ball room of the Waldorf-Astoria Hotel on the evening of April 1 and according to press reports the show "went over big" from the "Gentlemen be seated" of Interlocutor Walter Moore down to the epilogue sung by Charles Connor, billed as "The Bowling Tenor." From the magnificent work of the opening chorus down to the softly cadenced good night of the epilogue everything carried direct without surcease of success, not because the audience so willed it, but because of its own merit, sustained for two and a half hours of song, dance, skit, humor and specialty acts. More international trades were represented in the audience than at any single New York performance since the last minstrel show of the Produce Exchange, 20 years ago. World famous figures in the trade of railroads, steamships, grain, flour, coal, oil and cotton were in the boxes and on the ball-room floor. Walter Moore as interlocutor was one of the big hits of the show and was ably assisted by the eight end men, Messrs. Leonard C. Isbister, Joseph M. Nugent, George H. Bress, Hugh A. Duffy, Joseph A. Abel, Clifford B. Merritt, Charles B. Crofton, and Thomas W. Kane, all of whom sang with great skill or exchanged a rapid-fire of stories and jokes.

Members of the New York Produce Exchange, and especially "old-timers" in the grain and cottonseed-oil trades, were greatly shocked early in April to hear of the sudden death of Thomas J. O'Neill of N. W. Peters & Co., commission merchants in grain and oil. Mr. O'Neill, who was 53 years of age, had been an active figure in the futures pits for many years and was taken off by pneumonia after an illness of only a few days.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE Kentucky district has been through a very wet year. Last summer and fall was wet, resulting in smaller fall plantings than normal in some lines, while it was a wet, mushy winter, and a wet spring. Farmers are complaining bitterly over the fact that there was no winter plowing this year, and it has been so wet this spring that broken ground represented a field of clods. Spring planting has been slow as a result.

Lack of dry or warm weather, high winds, etc., has resulted in the 1926 corn crop still being very wet, resulting in steady use of corn drying equipment, as practically all corn on the market has to be kiln dried. For much of the winter season roads were so soft and poor that country hauling of hay, grain, etc., to market was very light.

Wheat over this section and most of the winter wheat belt has done extremely well, there having been no winter kill reported in Kentucky, and not much in other sections. Acreage wasn't so large but prospects point to a good yield.

There is so much wet and off grade corn on the market, and such a poor lot of stock for seed use, that it is reported that farmers are buying seed corn more freely, some of the seed houses quoting \$2.25 for good grade seed corn, and claiming that it is so scarce that it may go to \$3 a bushel.

Work is well underway on the new Ballard & Ballard grain elevator, concrete pouring having started some time ago. It is planned to have the plant ready to handle grain in midsummer, when the wheat movement reaches normal, and this can be done if favorable weather is experienced for drying out the concrete.

Mills have gradually used up wheat on open storage, releasing a lot of elevator space that was on long term usage. The Kentucky Public Elevator Company, which has been carrying a good deal of storage wheat for customers since last summer, reported

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that it was down to 40,000 bushels of wheat, 90,000 of corn; and 15,000 of oats. The plant has been very busy for three months in kiln drying corn. For a while the corn dryer was operating until 9 o'clock at night, but is now running steadily on an eight hour daily basis.

It is reported in the local grain market that there is some export demand for wheat and rye, export buyers taking off grade wheat, at regular discounts, as well as first quality stock. General rural demand for grain has been slow. There has been a fair demand for mill feeds, and manufactured feeds for the dairy trade, and poultry feeds have been good. Grass has been early and abnormally good this spring, pasturage improving rapidly, as frost was out of the ground early.

Shipments of hay have not been heavy, but demand has also been light. The present market shows No. 1 Clover, No. 1 Timothy and No. 1 Light Mixed, all at around \$18.

Ed Scheer, of the Bingham Hewett Grain Company, reported that business had been quiet, but was looking a trifle more promising. Mr. Scheer remarked that it was beginning to look as though some distilleries at least would be permitted to operate again before long, which would create a little demand for grain. Prior to prohibition this company did a very large business with the distillers, and in those days a big grain market was found in the state, which consumed a lot of corn, rye and barley, in carlots.

A number of the Kentucky distillers, principally from Louisville, Lexington, Frankfort and Owensboro, Ky., were in Washington recently for conferences with Federal officials over a new plant that has been proposed for production of medicinal whiskey. Kentucky expects to be able to operate about two plants on bourbon whiskey, and about the same number in the East will run on rye. Just how it will be decided as to which plants will operate is a question. There will be numerous details to be completed, as plants have not operated for years, and will need a lot of work done to put them in position to operate, while the cooperage trade reports that it will take some time to prepare the special grades of bourbon staves and heading, and make up the barrels needed, as none of this stock has been made in years. Right now it doesn't appear as though production could be started before late fall.

Oscar Fenley, president of the Kentucky Public Warehouse Company, who spent part of the winter in Florida, has returned after two weeks in New York.

The new grain elevator plant of the Ballard & Ballard Company, Louisville, will have a capacity of 1,000,000 bushels, while the old elevator can handle 850,000 bushels. There will be 24 tanks, each 105 feet tall.

Amended articles have been filed by the Sugarine Company, of Owensboro, Ky., reducing capital from \$300,000 to \$150,000. The concern manufactures sweet stock feeds.

Four negro drivers and four men said to be guilty of receiving stolen grain were recently arrested on charges of having been steadily robbing R. D. Riedling, feed dealer at 161 North Clay Street, Louisville, it being alleged that they had stolen over \$1,000 worth of grain in a year, taking a few bags at a time.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

PLANS are rapidly taking form here for the second International Wheat Pool Conference, to be held at Hotel Baltimore, May 5, 6 and 7. Ernest R. Downie, of Wichita, the Kansas committeeman, and manager of the Kansas Cooperative Wheat Marketing Association, is in charge of the committee on arrangements. Although the program has not as yet been announced, it is said that the first afternoon and evening of the conference will be open to the public and the last two days of the conference will be limited to the officers of the various wheat pools and delegates. Secretary Jardine has accepted an invitation to attend the conference, and it is expected that several of the premiers of the provinces of Canada will be here. More than 300 people are expected to come to Kansas City for the meeting. The important feature of the conference will be the working out of a plan for orderly co-operative marketing, with a view to distributing the wheat supply more evenly, rather than allowing the present system to continue, where all wheat export organizations attempt to dispose of their grain in the same markets. Stabilization and co-operation will be the aims of the conference. Seven countries are to be represented at the Kansas City

meeting, Argentina, Australia, Sweden, Russia, India, United States and Canada. A meeting of the United States pools will be held on May 4, the day preceding the International meeting. A large banquet will be a feature of the second International Wheat Pool Conference. All sessions will be held at the Hotel Baltimore.

Weather stripping of freight car doors was the subject of a hearing before W. A. Disque, special examiner for the Interstate Commerce Commission, held here March 29. The Southwestern Millers League led the fight to compel Western Trunk Line Railways to continue weatherstripping cars. For more than 15 years the railroads in this territory have been either weatherstripping freight car doors or furnishing the material for the elevators to do it. Now they are seeking an order relieving them of the expense and trouble of doing it. The fact that weatherstripping is done only in Kansas, Missouri, Oklahoma and some Nebraska points was emphasized by the counsel for the railroads, who contended that the practice was started in the first place only as a competitive measure and in fairness to shippers in other sections of the United States should be stopped. The roads affected are mainly the Chicago, Milwaukee and St. Paul, Burlington and Quincy, the Union Pacific, the Missouri Pacific, and the Rock Island and Pacific. A recess was called until May 9, when Examiner Disque will again consider the case. Pending a decision the railroads will continue to weather-strip cars.

A unique dinner was held here recently at the University Club. It was a meeting of the members of the



E. D. BIGELOW

Loyal Legion of the state of Missouri, and although all members were present, the attendance numbered just four. Of that number was E. D. Bigelow, 88 years old, assistant to the president of the Kansas City Board of Trade, who for 27 years was the secretary of the board here. The Loyal Legion is an organization of the officers in the army and navy during the Civil War, and the dinner was in honor of the Loyal Legion Commander of the state of Missouri, Captain David Ellison, who was celebrating his 93rd birthday. Mr. Bigelow, one of the four surviving members in the state, was a lieutenant in the 40th Massachusetts Volunteers.

A bill introduced into the Missouri Legislature at the recent session by Roy Monier, commissioner of the Missouri State Grain Inspection Department, was passed by a unanimous vote. The bill provides for the retention of a certain part of the surplus of the department as a reserve fund. Under the old system at the end of the biennial period the surplus accumulated by the inspection fees was placed in the general revenue fund, leaving the grain inspection department without any reserve just at the dull season of the year. The new bill provides that at the end of the biennial period, all the money up to \$30,000 shall be retained in a grain inspection and weighing department fund, and all over that amount transferred to the general revenue fund. The passage of the bill without one dissenting vote was considered a personal tribute to Mr. Monier.

C. W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Company, a member of the United States Chamber of Commerce, and a member of the Board of Directors and the Executive Committee of the Chamber, has received an unusual honor. With the approach of the annual election John M. Guild, secretary of the Chamber of Commerce of Kansas City, requested organizations over the country to endorse Mr. Lonsdale for re-election as a director. The signatures of five presidents of member organizations is required for a petition for nominations for directorship. The call by Mr. Guild brought a response from 462 such organizations, representing virtually every state in the union, including 314 chambers of commerce and 148 trade organizations. Mr. Lonsdale's executive positions

on the Kansas City Board of Trade, in the Chamber of Commerce of Kansas City, and in the Chamber of Commerce of the United States are too numerous to list. He is chairman of the Transportation Committee of the K. C. Board, and has been for 14 years. He is also chairman of the Railroad Consolidation Committee. At the approaching annual meeting of the Chamber of Commerce of the United States, Mr. Lonsdale will preside over the civic development session on the opening day. Mr. Lonsdale is chairman of the Civic Development Department Committee.

Miss Marion Kensler, daughter of C. H. Kensler, manager of the grain department of the General Commission Company, has been chosen in a beauty contest to represent Kansas City as "Miss Kansas City" at the Atlantic City beauty contest. The contest was conducted by a local theater. Miss Kensler is a striking brunette, and it is predicted will be one of the favorites at the Atlantic City event.

Esther Goldberg, the daughter of Solomon Goldberg, secretary-treasurer of the Consumers Mill Products Company of this city, died here on March 17, as a result of burns received a week previous when her dress caught fire from an electric heater. She was eight years old.

John L. Edwards, an employee of the Simonds-Shields-Lonsdale grain company, died here on March 21, following a short illness from pneumonia. Mr. Edwards was 21 years old.

Kansas City as a center for the manufacture of binder aprons was emphasized in a recent article in a local paper. During the past year two companies have started the manufacture of binder aprons on a large scale, the Baker-Lockwood Manufacturing Company, and the Carnie-Gouldie Manufacturing Company, and now these Kansas City made products are in use in many of the grain growing countries of the world. During the first year of production these two companies made over 50,000 binder aprons, and they are contemplating much more extensive production during the coming year.

Preliminary to the grain rate hearing to be held on May 9 at Dallas before Commissioner Meyer and Examiner Mackley, representatives of six farm organizations in Kansas met in Kansas City with Clyde Reed. The meeting was for the purpose of outlining methods of procedure in the introduction of testimony at the Dallas hearing. The organizations, which represent a combined membership of more than 100,000 farmers in Kansas, are anxious to maintain as low rates as possible from points in Kansas to Kansas City. It was also emphasized that the rate handicaps of this territory as compared to other wheat producing sections should be set aside. The importance and comprehensiveness of the coming hearing was stressed, and the very great need of putting the case of this territory before the commission in a strong light. The announcement that the Interstate Commerce Commission would use tentative valuation figures of the railroads for rate making rather than the companies' own valuation figures, which are some \$10,000,000,000 higher than the figures of the Commission was heralded as an important victory. Although there will be opposition to this position of the Commission, it is believed that the public will support the stand of the Commission on the valuation as against the railroads. Mr. Reed will represent the Kansas farm organizations and millers of southwestern Missouri at the hearings. The farm organizations represented at the meeting in Kansas City were the Kansas Farmers Union, Kansas Co-operative Wheat Marketing Association, Kansas State Grange, Kansas State Farm Bureau Federation, Kansas Co-operative Grain Dealers, and Farmers' Union Jobbing Association.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE little boom in the grain trade at Milwaukee which was quite noticeable for January and February has subsided almost as quickly as it started, the figures for March showing declines in almost all of the leading grains. Rye is the only one of the five leading grains to show a boost in the supply, with receipts for last month of 106,000 bushels as compared with offerings of only 35,000 bushels for the same month a year ago. Secretary Harry A. Plumb of the Milwaukee Chamber of Commerce, when asked to explain the decline in receipts applying to nearly all the grains, declared that spring is undoubtedly two weeks earlier than usual and this may have taken the farmers to the fields so much earlier than usual; that marketing of grain was bound to fall off rather sharply even in the month of March. He also declared that undoubtedly the prices of grain are too low to be satisfactory to a lot of farmers, so that they are not willing to sell at the present scale of prices.

The extent of the decline in the grain trade over a

period of years at the Milwaukee market, which has followed the general trend of the other markets, was well illustrated in the figures furnished by Secretary Harry A. Plumb on March receipts of grain for four years. In March, 1927, the car receipts of grain at the local market were 1,332 carloads as compared with 1,446 carloads recorded for the same month a year ago. The decline is in excess of 100 carloads when compared with a year ago. However, the grain supply for March two years ago, in 1925 was 2,072 carloads and for March, 1924, the total receipts were 2,855 carloads.

The A. M. Byers of the Reiss Steamship Company left the Milwaukee docks loaded with grain April 7, or eight days before the schedule time for insurance to go into effect on the Great Lakes—April 15. The steamer was bound for Goderich, Ont., and carried a cargo of approximately 249,000 bushels of oats and almost 179,000 bushels of corn loaded in February from the Donahue-Stratton Company elevators. No difficulty in making their trip was anticipated. There are eight other steamers tied up at Milwaukee docks loaded with grain. It is expected that most of these will not leave until the summer insurance rates go into effect. These ships now hold approximately 2,528,000 bushels of grain.

Storage of grain in Milwaukee was unusually heavy during the past winter, the total being far in excess of 6,000,000 bushels as the season of navigation approached. Omitting the grain loaded into boats and awaiting movement, there are in the local elevators approximately 3,785,000 bushels of grain, including 126,000 bushels of wheat, 1,699,000 bushels of corn, 1,539,000 bushels of oats, 67,000 bushels of barley and 353,000 bushels of rye.

The malt output of Milwaukee plants is still picking up rapidly with shipments for the past month in excess of 454,000 bushels as compared with shipments of only 349,000 bushels for the corresponding month a year ago. This is a gain of about 30 per cent in a single month, and is indicative of the large exports of malt from the local market.

The rate of interest on advances for the month of April has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent.

Milwaukee grain dealers and other business men are making determined efforts to get an airport on the lake front on filled land right near the Chicago and Northwestern Depot, and only two or three blocks from the postoffice. The common council of Milwaukee is expected to give its approval to the plan at the suggestion of the Milwaukee Harbor Commission. The consent to use the land will be for a period of not less than two years. The resolution to be adopted by the common council approving the measure also requests the Harbor Commission to make careful inquiry to see what can be done to make a permanent airport on the lake front.

Milwaukee's navigation interests have been much interested in the ruling from Maj. Gen. Edgar Jadwin that movable bridges here cannot be replaced by fixed bridges until such time as another landing place is provided for the ships which are now using the rivers. The attitude of the Federal engineers is of direct importance to Milwaukee as agitation has been going on for some time in favor of putting fixed bridges over some of the rivers and thus displacing the costly bascule bridges which involve a large annual upkeep. However, the ruling holds out the hope that when Milwaukee gets to the point where the city has developed its rail and water terminal on Jones Island, it will be possible to close at least some of the river bridges.

Donald W. Pardee, aged 50, a grain dealer of the state well known to Milwaukee grain handlers, died recently at his home in Eagle, Wis. He was a grandson of Anira Hinkley, one of the first settlers in Waukesha County. Mr. Pardee is survived by his wife and one daughter, Mabel.

The city has reported to vessel interests of Milwaukee that more dredging will be done this year than any year for a long time. The reason for the increase according to David McKeith, deputy commissioner of public works, is that river dredging will be done cheaper this year and the appropriation of \$90,000 will thus go farther than usual.

S. L. Cobb of the Sheffield Elevator Company, Minneapolis, has been admitted to membership in the Milwaukee Chamber of Commerce. A Milwaukee representative will be chosen by the elevator company to handle all consignments.

The city of Antigo, Wis., has been chosen as the headquarters of the next Wisconsin State Grain Show. It will be held next November in connection with the annual meeting of the Wisconsin Experiment Association, according to the authorities of the College of Agriculture at Madison. As a forerunner of this event, extensive pure bred seed campaigns will be

conducted by the county agents in some of the counties of Wisconsin. Such a campaign is planned to win more exhibitors for the state grain show and also to produce a higher grade of grain to be shown.

Opposition to the city's plan to build a large warehouse on Jones Island is being voiced by the Wisconsin Warehousemen's Association and also a similar body in Illinois. The president of the Wisconsin association, John Groom, Jr., declared that there is little sign of increase in the lake traffic and all of that now offered can easily be taken care of by private warehouses, he maintained, so that there is no excuse to use public funds to have the city of Milwaukee go into this line of business.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

THE new Occident Elevator Company won the honor of loading the first load of grain for the new season, the steamer *Harvey Brown* taking on a cargo of 360,000 bushels of Spring wheat for delivery to the Russell-Miller Milling Company at Buffalo. The Itasca Elevator and the Great Northern Elevator "S" were close competitors, the Canadian steamer *Prindoc* coming under the spouts at the former house for 220,000 bushels of Spring wheat and rye for delivery at a Georgian Bay port to go out for export via Montreal, and the steamer *Sierra* appeared at the latter house on the same day to load 350,000 bushels of Winter and Spring wheat for Buffalo. Space was reported to have been already chartered to move the great bulk of the Spring wheat and Durum to the east after the opening of navigation. Of the Winter wheat in store 500,000 bushels was sold to go out for export via Montreal and it was estimated that 4,500,000 bushels of rye will be shipped out shortly after the opening of navigation the great bulk of it having been taken for export via Montreal. Under the pressure of competition for tonnage between the vessel firms a rate of two cents a bushel was made on wheat to a Georgian Bay port and of 2½ cents to Buffalo, while the rate to Montreal was marked down to 9½ cents for rye and 10 cents for wheat. Elevator men have had inquiries for everything in the line of grain apart from oats during the last 10 days and they are counting upon making a big hole in the 27,000,000 bushels in store during the first month of the new lake shipping season. After a few spasmodic spurts interest in oats has lagged and the great bulk of the 7,600,000 bushels of them in store is expected to accumulate storage charges for a time yet. A cargo of 393,000 bushels of oats was afloat all winter in the Duluth Harbor.

F. C. Tenney, H. A. Starkey and W. S. Moore have been elected members of the Duluth Board of Trade Appeals Board. One of the number was elected to fill a vacancy caused by the death of W. C. Mitchell, and the others to bring the membership of the Board up to five as decided upon a month ago.

The Commander Elevator Company of Minneapolis has been elected to corporate membership on the Duluth Board of Trade. B. B. Sheffield, its manager, recently took over the Board membership of Charles E. Lewis of Minneapolis.

Percy Ginder, secretary of the Barnes-Ames Company, has returned from a vacation spent at Pasadena, Calif. James A. Graves, manager of the Capitol Elevator Company, is back from a winter vacation spent at New Orleans, La., and other southern points; George G. Barnum, Sr., is back from a trip to California points; Oscar Martin has returned from vacationing in Honolulu and H. A. Starkey, president of the Consolidated Elevator Company, has returned from a vacation spent at Pacific Coast points. With the return of the winter vacationists grain men on this market are all buckling down to work again in readiness for the opening of navigation.

At the end of January millers were paying from 50 to 60 cents over the May price for choice lots of Durum to fill export orders. With that trade filled buyers have been backing away lately and the premium in No. 1 Amber Durum is now off to 15 cents over May. The recent falling away in premiums is attributed to eastern millers having protected themselves with grain to cover their flour contracts. The top premium in Spring wheat now stands at 12 cents over the May price a considerable drop from the basis of a few weeks ago. Responsibility for the light movement of Spring wheat and Durum to the markets recently is laid to the cutting down of premiums. It is claimed that farmers over the territory did not appreciate the high premiums that were accorded them during the winter. In that connection a receiver mentioned that he sold a lot of Amber Durum last week at six cents over the May price whereas he had sold some grain of the same grade during the

first week of February at 46 cents over the same shipper. He had advised him to forward all his milling grade Spring wheat and Durum to the terminals at that time but he declined to do so on the assumption that he might realize more later.

Elevator men complained of the small proportion of contract grain being carried in their stocks and of the difficulty being experienced in obtaining Spring wheat and Durum of good color and weight to sweeten it up before loading it out for eastern delivery on account of the high prices asked for the small lots of contract grade grain appearing upon the tables from day to day. Holders of any free Spring wheat or Durum of good grades are counting upon realizing liberal prices for it later on, owing to the probable necessity for millers to bid up for it later on to obtain supplies for making macaroni flour. It was reported that an attempt made by some mills to substitute Hard Winters for Durum for that purpose recently did not result satisfactorily, a proportion of the product being left on their hands.

The market in rye was a somewhat hectic affair during the last few weeks. Specialists in that market including F. E. Lindahl of the Cargill Elevator Company reported flare ups in pit operations from time to time under the spur of active export inquiry. Net price changes were small, however, the May figure on April 9 standing at \$1.01, a cent off as compared with a month ago. "Foreigners appear to want our rye and operators who are good traders have been able to pick up good business in it from time to time," said Mr. Lindahl. He noted that the bulk of the sales during the last month were for export, most of it being scheduled to go out via Montreal. He drew attention to the point that good dry rye on this market has been finding a ready sale all along with the elevators in need of it for mixing. The spot basis in No 2 rye here on April 9 stood at 1 to 2 cents over May as compared with May price a month ago.

R. M. White of the White Grain Company expressed gratification over the growth of the inquiry coming in for feeds from over the Northwest due to the development of the dairy industry. A ready market has been found for any screenings that were available. Call for oats from over the district has been good but carlot business for eastern shipment has turned slow, he said.

Officials of the Minnesota state grain inspection department here expressed themselves as greatly interested over the campaign that is being inaugurated to promote a better selection of seed, the better cleaning of grain before shipping and the elimination of smut as far as possible. They pointed out that shippers were necessarily heavily penalized in the marketing of dirty and smutty grain during the last season. The handling and grading of grain was made all the more difficult last fall on account of wet weather during the harvest. They drew attention to the consideration that returns received by shippers upon grain marketed would be heavily increased were greater care to be taken in cleaning and getting rid of impurities before shipping.

MINNEAPOLIS

ALBERT W. MORSE - - CORRESPONDENT

PETITIONS for reargument and reconsideration of the rate case involving the movement of "Grain and Grain Products from Minneapolis, St. Paul and Duluth, Minnesota, and Groups to Eastern Points" have been filed with the Interstate Commerce Commission by the Minneapolis & St. Louis Railroad Company and the Minneapolis, St. Paul & Sault Ste. Marie Railway Company, both filings being made the latter part of March. In referring to the report of the Commission filed February 15, 1927, the petition of the M. & St. L. road says, "The Commission erred in its conclusion with reference to a relationship between the rates from the restricted origin territory defined in the tariffs through Minneapolis all rail, as against rates from other producing territories through the Missouri River all rail to the consuming territory east of Buffalo. Little consideration seems to have been given the proposed rates as applying to the movement of grain outbound from Minneapolis. The only comment in the report is found on Page 7 of the mimeographed sheets, wherein it is stated that Minneapolis has materially advanced as a grain market. Certain comparisons are sought to be made of receipts for the years 1923 to 1925 inclusive, with those for 1906. Manifestly this is not a fair comparison, because the total production throughout the four northwestern states, as well as the receipts at Minneapolis, gained steadily during all of the period prior to Federal control when the all rail rates through Minneapolis to eastern territory were only slightly higher than the rail-water-rail rates through Duluth and Buffalo."

In the "Monthly Review of Agricultural and Busi-

ness Conditions in the Ninth Federal Reserve District," issued under date of March 28, 1927, it is stated, "Farmers in the Northwest are reported as intending to plant more Durum and approximately the same acreage of other Spring wheat as a year ago, while the prospective flax acreage reported is reduced 11 per cent. It is indeed an anomalous condition that Durum and wheat, which are exported, may be increased, while flax, of which the production is below domestic requirements, and, therefore, imported, may be decreased." More moisture than was the case a year ago is reported in the surface and sub-soils throughout half the wheat producing area of the Northwest, indicating the likelihood of higher yields this year.

An organization which is more firmly welding the friendly relationship of the Chamber of Commerce of Minneapolis with chambers in other grain centers, and which is playing an important part in the establishment of a closer feeling of understanding between the Minneapolis Chamber and grain producers and shippers of the Northwest, as well as spreading the fame of the Minneapolis Chamber over the entire country, is the Chamber of Commerce Glee Club, with headquarters at 121 Chamber of Commerce, Minneapolis. The third concert of this season is to be given at the Lyceum theater, Minneapolis, Tuesday evening, April 26, 1927, at 8:15 p. m., and in anticipation of this event rehearsals are held on Mondays and Fridays at 4:30. The assisting artists at the coming concert are to be members of the Centennial Ladies Quartet, Wilmar, Minn., which won the highest award at the Sesquicentennial. On May 2 the Club is scheduled to broadcast through the WCCO radio station. Following the last broadcast concert, reports were received from 20 states, which included states on three seaboard, California, Florida, Louisiana, Maryland, Rhode Island and Washington. Members of the Club are all members or employees of members of the Chamber of Commerce of Minneapolis, and in order to assure continuity of management in the



O. H. ULRING

Club the officers are all members of the Chamber. O. H. Ullring was re-elected president at the annual meeting held February 1, 1927. Other officers are E. S. Ferguson, vice-president; E. A. Cawcutt, secretary-treasurer; and directors are J. P. Heesburg, C. E. Lockerby, E. H. Mirick, J. W. Robinson, F. J. Seidl and H. A. Ullring.

Giles Albert Swan, grain man, who was a resident of Minneapolis about 30 years, died March 11. He was over 70 years of age. Mr. Swan was born in New York state, and moved to Albert Lea, Minn., about 40 years ago, becoming identified there with the grain business. After about 10 years of residence in Albert Lea he moved to Minneapolis, and became a member of the grain commission firm of Freemire & Swan. Mr. Swan was identified with the grain trade through this firm at least 15 years, and he was well regarded by his associates. At this time he was a member of The Chamber of Commerce of Minneapolis, and although he was retiring rather than aggressive by nature he formed many friendships. In recent years, he has traveled abroad and has been much of the time in California. Surviving him are his widow; his brother, H. D. Swan, La Crosse, Wis., and his sister, Mrs. A. Austin, Beadle, Sask., Canada.

The Traffic Club of Minneapolis, the membership of which is composed to some extent of grain men, on March 17, was addressed by A. B. Calder, of the department of colonization and development, Canadian Pacific Railway. Mr. Calder spoke on the subject, "Then and Now" in the American transportation industry, picturing its development in the past gener-

ation. This was the annual St. Patrick's day luncheon of the club, and about 500 persons were present. G. R. Martin, Traffic Club president and vice-president of the Great Northern Railway, presided. An important section of the Traffic Club is the Milling and Grain Division, the members being confined to Traffic Club members who are in charge of traffic operations of companies handling grain or grain products. Thursday, April 14, was designated as American Merchant Marine day of the Traffic Club, with a special program planned.

C. T. Vandover, secretary of Southern Minnesota Mills, addressed the Grain club, Minneapolis, March 17, taking for his subject the proposed merger of the Great Northern and Pacific roads.

R. C. Tennant, age 67 years, president of Tennant & Hoyt Company, Lake City, Minn., died April 4. He was a prominent resident of Lake City, and was a founder of the milling company which he headed. Mr. Tennant was born in the state of New York, and when a young man came west to Northfield, Minn., starting there as a sweeper in a milling firm. He went to Lake City in 1900, founding with Mr. Hoyt the Tennant & Hoyt Company. Mr. Tennant was a former member of The Chamber of Commerce of Minneapolis, and transferred his membership to Richard A. Hoyt about two years ago. Prior to his death, he was suffering from some liver trouble. His wife, who survives him, has been mayor of Lake City for two terms, and has been prominent in the county Republican organization. Donald Tennant, his son, Lake City; and Mrs. Nesbitt, his daughter, St. Paul; survive him. Funeral services were conducted in Lake City.

GRAIN NEWS FROM BOSTON

By L. C. BREED

American Gear Company of Massachusetts, Boston, has been incorporated with a capital stock of \$50,000 to deal in farm products, grain and feed. The incorporators are Edward R. Byer, John A. Bedford and Barney W. Adler, all of Jackson, Mich.

Forrest S. Smith, a member of the firm of Hosmer, Robinson & Co., of Boston, died recently at the hospital following an illness of four weeks. He was born in Dover, N. H. The firm of which he was a member has for many years been handling hay and grain, with offices in the Boston Grain and Flour Exchange. Mr. Smith is survived by his widow.

The freight rate differential is under consideration at Washington, but it will probably be two or three months before the Interstate Commerce Commission will announce its decision.

A shipment from Liverpool to this port arrived a short time since, which consisted of 600 bags of dairy meal. It was fed for about 10 days to very young calves in this neighborhood.

In grain, the market for corn is irregular and demand moderate. Oats are steady and inquiry fairly active. There is a good demand for chicken wheat also in this market.

Wheat feeds are dull owing to mild open weather that prevails, the trade with farmers being quite moderate. Stocks in dealers' hands are light but production in the West is somewhat freer, with offerings liberal and April lake and rail shipment is quoted at \$1 per ton lower.

Supplies of hay of top grade are not heavy but the demand is quiet. Lower grades are in plentiful supply and market dull. The receipts of hay for the month of March at Boston were 259 cars. Straw 9 cars.

As tabulated by the Boston Grain & Flour Exchange, the receipts of grain at Boston for the month of March were as follows: Wheat, 121,125 bushels; corn, 3,725 bushels; oats, 65,200 bushels; rye, 2,325 bushels; barley, 825 bushels; malt, 3,800 bushels; mill feed, 80 tons; cornmeal, 400 barrels; oatmeal, 4,179 cases and 500 sacks.

Stocks of grain in regular elevators as of March 28, were as follows: Wheat, 399,559 bushels; corn, 3,696 bushels; oats, 21,838 bushels; rye, 6,062 bushels.

Among the visitors to the Exchange during the month of March, outside of New England, were the following: Frank R. Prina, New York, N. Y.; W. G. Currier, Round Lake, N. Y.; B. Stockman, Duluth, Minn.; H. F. Schell, Lancaster, Pa.; Edward Hymers, Chicago, Ill.; H. M. Wiltse, Buffalo, N. Y.; F. T. Heffelfinger, Duluth, Minn.

Boston seed dealers report having an active demand for field and vegetable seed which has set in much earlier than was the case last year, owing to unusually favorable weather this season. There does not appear to be any shortage in field seeds, except some varieties of seed corn that usually come from Ohio and Pennsylvania.

NEW ELEVATOR REPLACES HOUSE LOST BY FIRE

The vital importance of the country elevator as a community asset cannot be over-emphasized, and the acquisition of a new elevator can usually be looked upon as an event of importance to the farmers located around the station. The right kind of construction, both from the standpoint of operation and assurance of uninterrupted service, is of interest to the farmers as well as the owners. Both suffer in case the storage facilities are impaired or lost.

No two elevators are the same. How an elevator is managed is more often than not the determining factor in whether or not it survives. The personal

ELEVATOR OF THE AHLBRECHT GRAIN COMPANY,
ROYALTON, MINN.

equation has always played an important business, and in the conducting of an enterprise which employs comparatively little help in proportion to the capital invested—as in the case of a country elevator—the importance of the qualifications of the manager is enhanced.

The illustration on this page shows the new elevator of the Ahlbrecht Grain Company, at Royalton, Minn. Mr. Ahlbrecht lost his old elevator by fire last fall and had the T. E. Ibberson Company of Minneapolis replace the loss with a new and thoroughly up-to-date plant. The new elevator has 12 bins with a capacity of 25,000 bushels. It has one leg, a safety manlift for access to the cupola and motors for power.

There is a 10-ton scale, fitted with a Strong-Scott Air Lift, for receiving purposes. A 100-bushel hopper scale is used to weigh out grain; and there is a modern cleaner on the work floor for cleaning the grain. The office is attached to the driveway.

Mr. Ahlbrecht has operated elevators at other Minnesota and North Dakota points, and likes his new plant for its handiness and neat appearance. The complete grain elevator is covered with galvanized iron.

RICE WEEVIL IN CORN

The rice weevil is best controlled by intelligent use of fumigation during storage, says the Bureau of Entomology of the United States Department of Agriculture. On isolated farms where no control has been instituted for several years, field investigations at the time of harvest have shown as high as 98 per cent of all ears of corn infested with rice weevils. In other fields, well isolated by woodland, or near farm buildings in which the stored corn was properly fumigated, field infestations were less than 1 per cent of the total ears.

RADIO THE RURAL TICKER

Government market reports now are made available immediately upon release, to more than 1,000,000 farmers through radios now in use, and the grain grower can now keep up with the grain broker in the terminal market whose telegraph news ticker formerly gave him the advantage.

Ninety-five radio stations in 35 states now are broadcasting Government crop estimates and market reports over the country, as shown in a list of broadcasting schedules, issued by the Bureau of Agricultural Economics. The list includes most of the leading broadcasting stations. Arrangements for broadcasting daily market reports have been made by the bureau with local radio stations in every important market center where Government market news work is conducted. The Federal market news leased telegraph wire system of about 7,700 miles, the most extensive of its kind, makes the market news available to radio stations from about 40 offices.

A CREDITABLE CREDIT RECORD

Holding forth at length on the evils of lax credit and collection policies no longer has much merit, as nearly everything possible has been said on the subject and everybody is agreed that a large per-



PLANT OF THE GIFFORD ELEVATOR COMPANY, GIFFORD, ILL.

centage of elevator failures are due to just such laxity. However, there is at least one excellent example of successful supervision of this factor among Illinois elevators, and that is the case of the Gifford Elevator Company of Gifford, Ill. Here is what the management succeeded in doing last year.

This company has a well equipped house situated adjacent to the right of way of the Illinois Central Railroad. The company was formed in 1914, and has made a profitable showing every year since that time. Last season was the best the concern has had for several years, and 315,000 bushels of grain were handled, as well as sidelines to the value of \$42,000. Probably the most noteworthy feature in this connection is that despite this volume of country business, the concern only had \$150 in bad accounts at the end of the year, a fact which indicates that the management has handled the matter of credit and collection in an exceedingly efficient and commendable way.

The storage capacity of the Gifford Elevator Company is 70,000 bushels, divided into two tanks and 11 bins. The receiving capacity is 10,000 bushels daily and the shipping capacity in a like period is five carloads. A gasoline engine affords the power to operate the plant and for lighting electricity is used. The prime mover is a 25-horsepower Fair-

banks Morse Engine, and a rope drive is used. An automatic scale has been provided.

Last year, 315,000 bushels of grain were handled by this house. This volume of trade included chiefly wheat, corn and oats. Aside from these commodities, a number of sidelines are merchandised successfully, including coal, implements, feeds and seeds. The first two mentioned probably run into the greatest volume.

Laurel Truman is manager of the elevator and is a well known figure in the local grain trade.

THE GRAIN MARKET SITUATION

BY THE GRAIN, HAY AND FEED MARKET NEWS SERVICE, UNITED STATES DEPARTMENT OF AGRICULTURE

After a sharp decline in the grain markets about the middle of March prices turned firm and at this writing (April 9) wheat prices are holding practically steady while corn and oats have made a substantial recovery from the low point.

With about 50,000,000 bushels more wheat on hand on March 1, excluding holdings in merchant mills, than a year ago it was apparent that a considerable amount would still be available for export before the new crop should become available. Last year about 37,000,000 bushels were exported in the four months March-June but domestic stocks were reduced to an unusually low point. If domestic disappearance of wheat is the same for these four months this season as last the additional 50,000,000 bushels reported on March 1 may be divided between the increased exports and the increased carry-over.

The decline in wheat prices during March brought the domestic level close to a world basis and export demand has since become quite active. The need of European millers for dry high protein wheat for use in their milling mixtures is a decided advantage to United States sellers, particularly since the domestic crop of Hard Winter is of unusually high protein content. Ordinarily European needs for "strong" wheat are supplied by their purchases of Canadian wheat but this year a large percentage of the Canadian wheat is tough. Only 13.7 per cent of the western Canadian inspections during February graded No. 3 Northern or better, compared with 37.4 per cent for February last year. Recent quotations for United States wheat in Liverpool were about \$1.57 compared with \$1.56 for Argentine wheat and \$1.72 for good Canadian wheat. Tough grades of Manitoba wheat have been selling at material discounts. Most of the Argentine wheat is semi-hard and while the quality there is much better than a year ago it cannot take the place of good Hard Winter or of Canadian wheat in milling mixtures. While United States wheat is quoted only about the same price as Argentine wheat it should be noted that it is customary to export domestic wheat which will just make the No. 2 grade. The bulk of the Argentine crop is exported while in the United States usually only around one-fourth or less is exported and domestic mills often outbid exporters for the grades which they need.

EUROPEAN DEMAND ACTIVE

World wheat markets have held practically steady and prices have been well maintained in the face of heavy world shipments. World shipments for the first three months of 1927 total around 240,000,000 bushels, which is the largest figure for the period in more than 15 years. Shipments from both Australia and Argentina have been liberal. The movement from Australia the first 14 weeks totals nearly 55,000,000 bushels while that from Argentina amounts to over 72,000,000 bushels. North American shipments of around 110,000,000 bushels are practically the same as three years ago when Canada enjoyed a record wheat crop of 471,000,000 bushels. Russian shipments have also increased this year.

The prospects for the world Winter wheat crop up to the present date is generally favorable. The acreage of Winter wheat in Europe is fractionally larger than a year ago and trade reports indicate that conditions are slightly more favorable this season. The wheat crop of India is likely to be about the same as last season according to trade reports and while the acreage in North Africa is

smaller than a year ago weather since March 1 has been favorable to the crop.

Milling demand in the United States has been moderately active and considerably more wheat has been ground to date this season than a year ago in spite of complaints by millers that the flour business is dull. Owing largely to the high quality of much of the Winter wheat crop a smaller percentage of the wheat has been going into offal this season than last. A large part of the increase in flour production this season is accounted for by heavier flour exports July-February while it appears that the remainder has been absorbed by administrative stocks of flour which were unusually low at the opening of the present season.

The abundance of high quality Hard Winter wheat this season continues to restrict the premiums paid for high protein wheat both in the Northwest and the Southwest. Thirteen per cent protein No. 2 Hard Winter wheat at Kansas City is quoted about 4 cents over the May future while a year ago this wheat commanded a premium of 10 cents a bushel. At Minneapolis No. 1 Dark Northern testing 13 per cent sold 4-8 cents over the May future against 10-13 cents a year ago.

Export demand for Durum wheat has been active this season and in spite of the smaller crop in 1926 exports are larger. Around 16,200,000 bushels of Durum had been accounted for at the close of February in seaboard inspections for export and Canadian inspections of United States wheat. This compares with nearly 14,350,000 bushels for the same time last season. Northwestern farmers planned to increase their production of this wheat about 14 per cent according to their report on March 1 and the outturn of this wheat is also increasing in Canada. Inspections of Durum wheat in western Canada this season to date are double those of a year ago although the amount is still small.

Export demand in the Pacific Northwest was slack early in April, and more new crop wheat was delivered than old crop during the first week in April. The unsettled conditions in China and the financial situation in Japan were reducing Oriental demand for wheat and flour while dealers complained that prices were out of line with European markets. Some Hard White wheat was moving to California from this section at prices around \$1.38 per bushel while soft and Western White were quoted around \$1.32.

The Winter wheat condition on April 1 was fractionally higher than at this time in 1926 and was nearly five points above the 10-year average, although in the important States of Kansas, Oklahoma and Texas conditions were below last year's figures. Cold, wet weather, however, was delaying seeding in the Northwest and was hindering plowing in the Pacific Northwest although the new crop in the latter area appeared uninjured.

MORE CORN AND LESS OATS FED LAST WINTER

In spite of the mild winter which favored economical feeding, together with a continued decline in the number of horses and cattle on farms, current statistics suggest that around 70,000,000 bushels more corn were fed November-February this season than a year ago. At the same time, however, the figures suggest that around 20,000,000 bushels less oats passed into consumption August-February than for the same time last year. The winter just passed is described by the Weather Bureau as moderate over one-half of the United States, although possibly severe in some localities, and mild in the other half of the country. In general it was one of the mildest of a series of mild winters and the weather during March was also unusually mild.

Horses showed a decline of around 3.5 per cent in numbers below the previous year's figure. All cattle were estimated at 3 per cent fewer than the year before, although the number of cows kept for milk declined only 1.5 per cent. The number of swine on January 1 showed a gain of about 10 per cent but they were about 1.5 per cent fewer in the North Central States where hogs consume large amounts of corn and the largest increase was in the South Central and Western States where corn often forms a less important part of the hog ration.

Demand for corn continues only moderately active. There is a fair cross country movement of corn in the Northwest where crops were short last year, but southern demand has been restricted by the bountiful supply of feed grains and cottonseed meal and hulls in that territory. Around 5,000,000 bushels less corn has been taken for the five months November-March by the wet process plants which report a grind about equal to that two years ago. Definite information is not available concerning the amounts taken by corn millers although the census of 1925 shows that only about 105,000,000 bushels of corn were ground in that year compared with 125,000,000 in 1923 and 122,000,000 in 1921. This, however, may have been partially due to the high prices of corn in 1925 following the short crop of 1924. Export demand for both corn and oats has been relatively quiet this season. Only about two-thirds as much corn went for export in the four months November-February as for this time in 1925-26, while the net exports of oats August-February were only a little over one-fourth as large as a year ago.

Oats prices in general have fluctuated in sympathy with corn although at some points oats have shown independent strength. Farm reserves of oats on March 1 were much lower than either one or two years ago and this is true also of market stocks. Supplies, however, appear adequate and farmers planned on March 1 to increase their acreage about 3 per cent this year according to the "intention to plant" report. Heavy weight oats have been in best demand at the markets and prices continue around two cents higher than a year ago.

LIGHT RECEIPTS CAUSE FIRMNESS IN BARLEY

Malting barley early in April sold at Milwaukee at the highest price on the crop while limited offerings of best grades forced brewers at Minneapolis and Milwaukee to piece out their purchases with some ordinary grades. Feed grades, however, have shown some weakness in sympathy with corn and oats. Receipts at the principal central western markets from August 1 to date total only about 27,000,000 bushels compared with 45,000,000 and 50,000,000 respectively one and two years ago. Exports from the United States outside of San Francisco totaled around half a million bushels during February.

The flax market ruled weak during most of March in sympathy with other grains and prices made moderate declines. Crushers have complained of a slow demand for linseed oil and recently production has been slightly further restricted. Crushers, however, have been buying the best grades of flaxseed which come to the market while less desirable types were taken largely by elevators. Shipments from Argentina have been on a liberal scale and since January 1 are slightly larger than a year ago. A good share of these exports has been destined for the United States.

FARM RELIEF WITHOUT LEGISLATION

"Numerous suggestions to improve the condition of the farmer have been made during the past few years," says L. L. Winters, chairman of the Business Conduct Committee of the Chicago Board of Trade, "but Secretary Jardine must now be given credit for making the most constructive suggestion to that end heard so far." Mr. Winters pointed to the Secretary's talk before the Universal Cotton Standard Conference, in which Mr. Jardine said:

"Until the farmers can standardize farm products so that waste can be eliminated, the agricultural situation must continue acute. Some of the most vital problems in American agriculture relate to the merchandising of our crops, and we cannot merchandise effectively without standards. The universal use of standards would keep on the farms much of the unmarketable products which now enter trade channels. Standardization has gone farther in connection with cotton in international trade than in the case of any other farm products. It proves a universal measuring rod which is commonly understood everywhere."

"Secretary Jardine," said Mr. Winters, "has

spoken wisely. Take the case of the present corn market. It is a well known fact that a preponderance of poor quality grain always depresses the entire price structure, while a preponderance of good quality grain invariably sustains and advances price levels. The flood of poor quality corn which has been shipped to Chicago and other terminal markets the past year has swamped the corn market, and prices even for deliverable grades have been seriously depressed.

"Sorting the corn, building narrow cribs to dry it on the farms, and shipping only the good product to terminals would go a long way toward correcting farm depression. This would entail some labor and expense, but the labor and expenditures involved would return handsome dividends, and would pay far better than the present method of shipping poor wet corn to be cured and dried and sold at terminals.

"The ideal method of marketing corn is to feed it to hogs and cattle, and to ship only the surplus, but there are many farmers who do not raise hogs or cattle, and produce corn only to be shipped and sold. Such farmers are inefficient and unintelligent and their operations spoil the game for the entire farming fraternity. These incompetent farmers should give up farming, and take jobs in the cities at day labor; such jobs require the minimum of intelligence and yet return a good wage under present conditions with immigration restricted.

"A campaign to teach the farmer the benefits derived from marketing good quality products should be started. The policy of shipping only good quality products at home, would go a long way toward bringing the relief which it was mistakenly hoped the impossible McNary-Haugen Bill might accomplish."

IOGOLD OATS DEVELOPED IN IOWA

A new selection of the Kherson oat is being distributed for the first time this season to Iowa farmers under the name of Iogold. It was developed in the co-operative experiments of the United States Department of Agriculture and the Iowa Agricultural Experiment Station. Iogold resulted from a single plant of Kherson selected by Prof. L. C. Burnett at Ames, Iowa, in 1906. After being tested in nursery experiments for years it was considered of sufficient promise for advancement to the plant experiments, where it has been grown continuously to date.

The outstanding characters of Iogold are high yielding power, stiffness of straw, and resistance to stem rust of oats. The average acre yield of Iogold is 65.3 bushels as compared with 64.3 bushels for Iowa, in the nine years for which comparable data are available. In comparison with other important varieties developed in the co-operative experiments, it resists lodging as well or better than the Richland (Iowa No. 105), although three or four inches taller, and is the equal of Iowar in yielding power. In the severe stem rust epidemic of 1926, it showed less than 2 per cent of rust infection, whereas most other varieties showed from 80 to 100 per cent of infection. For growing on land where lodging and rust usually affect oats, it is believed that Iogold will prove superior in ability to stand up and produce a high average yield. Among 21 varieties of oats grown in a uniform oat rust nursery in 1926 at approximately 50 experiment stations in the United States and Canada, Iogold showed the highest degree of rust resistance of all varieties.

Iogold was produced for a special purpose. Richland has been a very satisfactory variety for low, rich soils, where taller varieties frequently lodge, and where rust usually occurs. However, it has not been altogether satisfactory on the uplands, especially on the more worn and thinner soils where it has been entirely too short in the straw for convenient harvesting with a grain binder. The Iogold has been bred particularly to replace Richland under these conditions. It also produces an excellent quality of grain. The kernel is slightly plumper than that of the Richland. Iogold is the result of 20 years of breeding, and should prove one

of the most valuable of the improved varieties developed by the Iowa Agricultural Experiment Station in co-operation with the Bureau of Plant Industry of the Department of Agriculture. There may be some slight objection to the yellow color of Iogold, but as oats are consumed largely on farms, the color is not especially objectionable.

A NORTH DAKOTA CO-OP THAT PAYS

This is the time of year when the harassed elevator man divides his time between routine operations and worrying about lightning hazards and insect pests. The best solution of all these problems lies in the same line. Efficiency on the part of operating executives cannot overcome unfair handicaps of faulty construction. Consequently, it behooves us to turn our attention often to the kind of houses which are operated by other successful companies.

The elevator of the Farmers Co-operative Elevator Company is on the right of way of the Great Northern Railroad, in Spring Brook, N. D., and has a capacity of 35,000 bushels, divided into 16 bins or units. It occupies a ground area measuring 35 feet in length and 30 feet in width. The present manager, M. J. Casey, has been in charge of the plant for the last six years. Carl Erickson is presi-



PLANT OF THE FARMERS CO-OPERATIVE ELEVATOR COMPANY, SPRING BROOK, N. D.

dent and E. J. Retzlaff is the secretary-treasurer. The management has been successful in keeping on an efficient operating basis.

The shipping capacity of the house is 1,500 bushels per hour, and an adequate receiving capacity is assured by the company's having installed a 10-ton Fairbanks, Morse & Co. Scale. Facilities for cleaning make it possible to clean 300 bushels of grain per hour, and there is one unit for this purpose.

A 15-horsepower Type "Y" engine, manufactured by Fairbanks, Morse & Co., supplies the power for operating the elevator, and a 420-foot rope drive is used. There are two scales, one of which is of a standard automatic type and the other already referred to above. Careful provision has been made for protection against fire—there are four buckets on the work floor, four in the cupola, and two in the office.

During the course of a year's time, approximately 130,000 bushels of grain are handled; and the chief among these are wheat, rye, oats, barley and flax. Coal is the principal sideline merchandised by the company.

THE total fall sown wheat acreage for 18 European countries, including Ukraine, reporting up to the first of this month, remains at 3.4 per cent above last year. The acreage sown to rye in 14 countries in Europe is 3.8 per cent below that of last year.

NEW ELEVATORS FOR CANADA

If present plans are consummated, the number of elevators in western Canada will be increased by 350, during the coming year. Those planning to erect additional capacity include elevator companies and the wheat pools. The Saskatchewan Pool will build 54 elevators, the Manitoba 30 and the Alberta Pool 25, according to present plans, although it is possible that several others will be built before the work is finished.

Reports indicate that there are 400 points in the Province of Saskatchewan where elevators are needed for next season.

SCOTT F. EVANS DIES

On March 8, Scott F. Evans of Baltimore, Md., died in New York City at the age of 52 years. Mr. Evans after graduating from the University of Minnesota engaged in engineering work in Minneapolis and was associated with the erection of many grain elevators and mills located in all parts of the country.

After several years in elevator and mill building, Mr. Evans became associated with the Baltimore Pearl Hominy Company of Baltimore, Md. In 1913



THE LATE SCOTT F. EVANS

the mills were rebuilt under his supervision and in 1916 when the company was reorganized, the directors secured Mr. Evans as manager of the business.

Mr. Evans was buried from the home of a sister in Minneapolis, Minn.

RECENT JAY BEE SALES

Recent sales of the Jay Bee Mill, manufactured by J. B. Sedberry, Inc., Utica, N. Y., are reported as follows:

Aurora Elevator Company, Aurora, Neb., one No. 3 T with fan; Northern Baltimore Grain Company, Northern Baltimore, Ohio, one No. 3 S Direct Connected; Collamer Bros., Cambridge, N. Y., one No. 2 T with Fan; J. B. Raux, Farrell, Pa., one No. 3 S Direct Connected; C. C. Schulte, Alexander, Iowa, one No. 3 S Direct Connected; Ralph Sprague, Rennselaer, Ind., one No. 2 S Direct Connected; El Reno Mill & Elevator Company, El Reno, Okla., one No. 3 S Direct Connected; J. B. Studebaker, Enon Valley, Pa., one No. 3 Humdinger D. C.; Farmers Produce Company, Vinton, Iowa, one No. 3 Humdinger D. C.; Farmers Co-operative Company, Remsen, Iowa, one No. 5 T with Fan; Brown Highland Supply Company, Sardinia, Ohio, one No. 3 Humdinger; Superior Hay & Grain Company, Montpelier, Ohio, one No. 2 S D. C.; Henry Green, Delta, Ohio, one No. 3 S Direct Connected; Kasco Mills, Waverly, N. Y., one No. 3 S D. C.; Emery Thierwechter Company, Oak Harbor, Ohio, one No. 3 S D. C.; Farmers Co-operative Company, Albert City, Iowa, one No. 4 T with Fan; Montana Flour Mills, Bozeman, Mont., one No. 2 S D. C.; S Clyde Smith, Lancaster, Pa., one No. 2 S D. C.; Wm. H. P. Wiesman, Corydon, Ind., one No. 2 S D. C.; John Anders & Ben Lukes, Protivin, Iowa, one No. 1 T with Fan; Coffeyville Grain & Produce Company,

Coffeyville, Kan., one No. 2 T with Fan; A. N. Herrick, Watertown, N. Y., one No. 3 T with Fan; H. D. Frick, Wawaka, Ind., one No. 2 S D. C.; J. J. Krumm, Elma, Iowa, one No. 3 Humdinger; Mills Bros., Sodus Center, N. Y., one No. 2 T with Fan; Union Oil Mills, Inc., West Monroe, La., one No. 3 T with Fan.

RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for March:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	1,967,327	769,009	1,967,740
Corn, bus.	418,767	125,605	133,735
Oats, bus.	61,559	80,855	25,100
Rye, bus.	169,835	3,363	76,015
Barley, bus.	47,131	541,546	181,797
Malt, bus.	20,354		6,412
Buckwheat, lbs.		1,363	
Hay, tons.	1,354	2,367	
Shaw, tons.		57	
Milled, tons.	795	1,743	
Flour, bbls.	101,124	88,019	44,473

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	1,515,000	849,000	1,016,000
Corn, bus.	7,791,000	7,876,000	2,763,000
Oats, bus.	3,515,000	2,666,000	2,054,000
Barley, bus.	506,000	532,000	241,000
Rye, bus.	114,000	107,000	118,000
Timothy Seed, lbs.	2,601,000	2,316,000	3,079,000
Clover Seed, lbs.	1,671,000	2,888,000	2,102,000
Other Grass Seed, lbs.	2,551,000	2,501,000	2,264,000
Flax Seed, bus.	169,000	96,000	
Hay, tons.	9,227	12,818	1,713
Flour, bbls.	1,119,000	1,043,000	690,000

CINCINNATI—Reported by J. A. Hallam, chief inspector, the Grain & Hay Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	211,400	170,800	338,800
Shelled Corn, bus.	569,800	649,600	488,600
Oats, bus.	324,000	346,000	344,000
Barley, bus.	2,800	4,200	
Rye, bus.	11,200	7,000	4,200
Grain Sorgh's, bus.	4,200	2,800	
Ear Corn, bus.	11,000	30,000	
Hay, tons.	4,125	5,280	
Feed, tons.	210	1,890	

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	2,329,970	1,735,323	965,964
Corn, bus.	3,386	10,477	
Oats, bus.	24,121	492,393	175,120
Barley, bus.	101,140	33,057	90,000
Rye, bus.	900,333	418,957	
Flax Seed, bus.	299,511	193,752	311,565
Flour, bbls.	64,300		53,850

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	6,306,504	3,210,843	3,571,055
Corn, bus.	10,632	2,985	10,632
Oats, bus.	569,536	716,690	475,278
Barley, bus.	1,441,328	323,679	140,471
Rye, bus.	268,141	52,778	
Flax Seed, bus.	52,531	68,006	

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	216,000	159,000	332,000
Corn, bus.	1,996,800	1,184,000	1,681,600
Oats, bus.	656,000	584,000	724,000
Rye, bus.	3,200		1,600
Flour, bbls.	20,111	31,677	

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	3,630,200	1,929,150	3,834,600
Corn, bus.	949,500	1,775,000	555,000
Oats, bus.	290,000	397,800	376,000
Barley, bus.	8,400	21,000	
Rye, bus.	24,000	12,100	31,500
Brans & Shorts, tons.	4,660	2,540	14,220
Kaffir Corn, bus.	292,600	260,700	3,257,000
Hay, tons.	27,372	34,560	14,940
Flour, bbls.	97,825	63,375	737,000

LOS ANGELES—Reported by M. S. Thiebaud, secretary of the Grain Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, carlds.	206	219	
Corn, carlds.	263	198	
Oats, carlds.	39	39	
Barley, carlds.	157	183	
Rye, carlds.	1		
Milo, carlds.	41	21	
Kaffir Corn, carlds.	43	9	
Flour, carlds.	171	163	

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	5,170,870	6,010,490	2,061,450
Corn, bus.	638,440	890,880	969,300
Oats, bus.	941,930	1,717,810	3,612,170
Barley, bus.	713,930	1,267,500	842,580
Rye, bus.	174,100	397,510	245,940
Flax Seed, bus.	272,590	319,820	49,490
Hay, tons.	5,424	2,365	2,019
Flour, bbls.	24,666	29,432	955,089

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	170,800	211,400	36,954
Corn, bus.	552,040	602,740	515,718
Oats, bus.	739,440	824,680	578,916
Barley, bus.	723,760	820,040	164,091
Rye, bus.	106,125	35,375	40,134
Timothy Seed, lbs.	68,300	93,430	
Clover Seed, lbs.	203,612	495,420	1,585
Flax Seed, bus.	10,010	8,580	
Hay, tons.	473	912	48
Feed, tons.	799	2,500	11,993
Malt, bus.	57,670	1,900	454,822
Flour, bbls.	149,745	128,550	32,861

MONTREAL, QUEBEC—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	433,481	458,417	6,250
Corn, bus.	40,773	136,650	6,760
Oats, bus.	258,252	427,584	37,839
Barley, bus.	55,824	106,607	1,812
Rye, bus.	1,600		
Flax Seed, bus.	28,548	59,414	
Hay, tons.	42,523	46,898	
Flour, bbls.	117,112	118,699	272,420

NEW ORLEANS—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	187 cars	2 cars	337,940
Corn, bus.	153 cars	74 cars	376,633
Oats, bus.	48 cars	38 cars	106,486
Barley, bus.	1 car		
Rye, bus.	2 cars		85,714
Gr. Sorg.	5 cars	4 cars	

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	4,655,500	3,813,600	5,443,000
Corn, bus.	214,500	94,500	90,000
Oats, bus.	540,000	1,254,000	204,000
Barley, bus.	759,900	1,251,200	1,657,000
Rye, bus.	891,000	591,000	1,446,000
Clover Seed, bags	430	515	2,904
Flax Seed, bus.	707,400	943,500	
Hay, tons.	3,029	4,567	
Flour, bbls.	971,352	1,231,718	390,006

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	970,200	987,000	891,800
Corn, bus.	1,398,600	1,951,600	1,310,400
Oats, bus.	502,000	494,000	1,228,000
Barley, bus.	4,800	14,400	25,600
Rye, bus.	32,200	40,600	26,600

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	68,400	166,000	50,400
Corn, bus.	2,069,850	2,429,200	1,122,350
Oats, bus.	822,600	698,400	552,800
Barley, bus.	184,800	21,140	65,800
Rye, bus.	1,200		1,200
Mill Feed, tons.	28,280	35,100	39,050
Hay, tons.	2,660	2,200	410
Flour, bbls.	316,300	255,450	311,700

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	1,639,618	1,122,574	1,468,226
Corn, bus.	83,044	43,793	100,407
Oats, bus.	112,432	403,439	270,257
Barley, bus.	6,402	43,046	26,679
Rye, bus.	9,963	19,466	21,428

ST. LOUIS—Reported by Charles Rippin, secretary of the Merchants Exchange:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus.	1,958,600	1,842,400	1,785,000
Corn, bus.	1,727,600	2,114,000	1,916,800
Oats, bus.	1,750,000	2,878,000	1,724,000
Rye, bus.	78,000	13,000	35,100
Barley, bus.	11,200	44,200	4,800
Kaffir, bus.	61,200	58,800	26,400
Hay, tons.	12,330	11,496	2,196
Flour, bbls.	533,650	402,650	405,330

SAN FRANCISCO—Reported by J. J. Sullivan, chief inspector of the Chamber of Commerce:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, tons.	5,718	3,234	
Corn, tons.	1,680	2,401	
Oats, tons.	768	1,938	
Barley, tons.	37,104	16,114	
Bran, tons.	219	439	
Beans, sacks.	75,627	39,706	
Foreign Beans, sacks	9,546	22,956	
Hay, tons.	3,156	3,583	

SUPERIOR—Reported by J. W. Conner, secretary of the Wisconsin Grain and Warehouse Commission:

Receipts		Shipments	
Articles	1927	1926	1927
Wheat, bus..	1,365,385	710,388	795,258
Bonded Wheat, bus.	56,640	26,600	.....
Bonded Oats, bus...	2,381	7,798	.....
Bonded Rye, bus...	5,750	9,161	.....
Bonded Barley, bus.	29,200	20,072	7,431
			15,760

HAY, STRAW AND FEED

GERMANS BUY OVER HALF OF U. S. MIXED FEEDS

Prepared feeds exported during the month of February have a list value of \$162,852, according to the figures supplied recently by the Department of Commerce. The total of 10,024,864 pounds shipped out to 38 different countries averaged \$1.63 per 100-pound bag in value.

German buyers who took over half of the month's volume, were followed in order of export volume by merchants in Cuba, Great Britain, and the Netherlands.

LATEST HAY EXPORT DATA

Federal reports on the exports of hay for the month of February, just released, show that 1,756 tons of hay were shipped from the United States during the 28-day month. Its total value amounted to \$43,475. As usual, Canada was the heaviest buyer, with 414 tons; Mexico bought 408 tons.

The above totals include 607 tons exported to the non-contiguous territories of Alaska, Hawaii, and Porto Rico. The value of hay exported nearly equaled that of bran, middlings, and screenings combined.

PREMIUM IDAHO HAY

In Idaho a crew of 14 men will stack 80 to 90 tons of Alfalfa daily, using slips and a Mormon derrick. Hay dealers in that state pay a premium of from 10 to 20 per cent for hay put up by this method over that put up in the ordinary way.

The methods of putting up premium hay in various states besides Idaho are set forth for the benefit of hay dealers and all others interested in Bulletin 1525-F, "Effective Haying Equipment and Practices," free copies of which may be obtained from the Department of Agriculture, Washington, D. C.

HAY MARKET STEADY

In its letter of April 11, the Martin Grain Company of St. Louis, Mo., says: The Timothy hay market is steady on the better grades of Timothy which are in scant offering and selling relatively well, the lower grades still continue in liberal supply and are very quiet, the demand being limited.

Light Clover Mixed hay firm on No. 1 and good No. 2 but dull on the lower grades. Heavy Clover Mixed hay steady on light receipts with a fair demand. Pure Clover hay quiet but steady, demand fair.

Alfalfa situation firm on good No. 1 to choice Alfalfa suitable for dairy trade. There is also an improvement in the medium grades. Prairie hay market quiet. No. 1 hay in scant offering and lower grades are in liberal supply and are dull.

HAY FIRMER IN NEW YORK

By C. K. TRAFTON

Although business in hay in the New York market was slow much of the time during the period under review, a gradual improvement in tone was noticed and at this time prices are from \$1 to \$3 higher than they were about a month ago. This improvement was not in evidence at the beginning of the period as receipts proved to be larger than generally expected and resulted in some accumulation of stocks at practically all terminals in the Metropolitan District. Subsequently the less favorable condition of country roads and the fact that many farmers were busy with more important work resulted in much lighter shipments from all directions, which was naturally followed by much smaller arrivals locally. Hence, although demand showed no noteworthy enlargement, it was suffi-

cient to cause a general "clean-up" of the accumulated supplies, causing the upward movement noted above. Choice No. 1 hay in large bales has sold as high as \$26. In fact, it is possible that a few cars may have brought \$27, but as this hay was undoubtedly superior to the best qualities handled by average shippers it cannot be regarded as an indication that of what such shippers can expect to receive for what they consider extra choice No. 1. Meanwhile, No. 2 was selling at \$24 — \$25 and No. 3 at \$22 — \$23. Recent arrivals have included a fairly large proportion of low grades which have sold at about unchanged discounts under the better qualities. Something around \$18 is mentioned as an average nominal figure, although some of it was so poor as to be practically unquotable. Experienced and conservative distributors are of the opinion that the lighter receipts may be the result of efforts in certain directions to force prices to still higher levels.

If there is such a move on foot, however, they do not believe that it will be successful, partly because the season of lighter consumption is steadily drawing nearer, and also because they are convinced that there is plenty of hay in the country which will make itself felt here as soon as farmers have finished their spring work and have more time to devote to hay shipping.

IOWANS DEVELOPING FEED CORN VARIETY

At the present time, the same general type of corn is being used for hog and cattle feeds as for cornflakes and cornmeal, two standard human foods. Realizing that there may be some great inconsistency in this practice, a co-operative investigation into this situation has been conducted between the Genetics and Chemistry Sections of the Iowa Agricultural Experiment Station, Ames, Iowa.

One of the objects of the investigation is to furnish some assistance to the corn breeder of the future of whom it will be required to develop strains of corn specifically adapted to various uses. The results of the experiments relating to the inheritance of carbohydrates and fat in crosses of Dent and sweet corn, are now available, free of charge, in Research Bulletin No. 98.

In the hybrid generations of the two corn varieties mentioned, the extracted sweet corn grains reappeared with their balanced quota of sugars, dextrines, and starches. No correlation could be demonstrated between yellow and white endosperm color and sugar or starch values, but some evidence was found of linkage between endosperm color and fat percentage.

FATTENING FEEDS IN IOWA

The great increase in the use of high-protein concentrate feeds such as the oil meals and corn gluten feeds in connection with corn to fatten cattle, is one of the points brought out in a publication released this year by the Ames, Iowa, Experiment Station. During the Nineties, the tendency to fatten cattle at younger ages was under way, says the author of this bulletin (No. 242). The practice of waiting for a more natural marketing maturity for three and a half or four years, was going into the discard.

A few feeders in "the gay Nineties", therefore, began to use nitrogenous supplements to corn rations. The by-products of corn starch manufacture, gluten meal, gluten feed, and then cottonseed meal, began to be available at this time, and feeders discovered that cattle could be fattened in a half or two-thirds the time formerly consumed.

Quite recklessly, and while some old timers looked on with scorn at this "new-fangled" pro-

cedure, progressive feeders sprinkled the gluten or meals lightly over the corn as a sort of appetizer. By 1904, however, they were being used more heavily, though not as extensively, as is the custom today. The bulletin is recommended for elevator men who handle fattening feeds as a sideline, to pass on to their customers. Free copies may be had on request from Iowa State College at Ames.

HOW SOY BEANS SHOULD BE USED WITH OTHER FEEDS

What is the feeding value of ground soy beans compared with linseed meal? This and other related questions are often asked the elevator man, who as a feed dealer is supposed to be omniscient regarding all feeds.

Ground soy beans are very similar to linseed meal in protein content, but higher in total digestible nutrients due to the greater content of fat, there being 16.1 per cent fat in the beans and 6.7 per cent fat in the linseed meal. In feeding trials the soy beans have proved to be nearly the equal of linseed meal. They should not be fed in excessive quantities else a soft butterfat is produced. They should not constitute more than one-fourth of the concentrates mixture, neither should they be the only high protein feed used in the mixture.

For silage and Clover hay a mixture of 500 pounds of ground corn, 200 pounds of bran, and 100 pounds each of ground soy beans and either linseed meal or cottonseed meal is suggested. This mixture contains about 14 per cent of digestible protein. The bran is included to lighten the heavier feeds and to add bulk. The linseed meal or cottonseed meal is added to give greater variety of sources of protein.

FLAX ACREAGE INCREASED

Four years of work have shown clearly that flax has a place in the farming system of the Badger State. Wisconsin was at one time a flax growing state but the crop was later given up. A renewed interest in flax is being manifested, however, and the acreage in the state increased 70 per cent last year; a total of about 14,000 acres being grown. Investigations have shown that flax can be made a profitable cash crop on certain soils in the state, particularly the clay and the clay loam. Yields of from 15 to 20 bushels per acre are common and with the price ranging around \$2.35 per bushel, flax has been a very satisfactory cash crop. It requires no additional equipment, though there is some added expense in threshing. Markets have been established with linseed crushers at Milwaukee and Superior, Wis., and also at Red Wing, Minn. A plan has recently been adopted whereby the farmers deliver their seed directly to the mill and obtain the terminal market price. In addition they are given the privilege of buying linseed meal at wholesale prices.

IOWAN WINS REVERSAL OF MEAL CASE DECISION

In closing a trade the acceptance must be in complete accordance with the offer. The injection of any new feature or term in an acceptance leaves the other party in position to continue or discontinue negotiations as he may see fit. This is the opinion developed by the Arbitration Appeals Committee, of the G. D. N. A. after reviewing the evidence submitted in the case of the Hayes Grain & Commission Company, Chicago, Ill., and Harry Miller, Olin, Iowa.

This case came before the Appeals Committee by the appellant, Harry Miller, appealing from the decision of the Feed Arbitration Committee of the Grain Dealers National Association. The Feed Ar-

bitration Committee gave a decision in favor of the appellee, The Hayes Grain & Commission Company.

The evidence submitted in the case shows all contract features to have been made by letter. After some preliminary negotiations under date of August 6, 1924, the appellant wrote the appellee that its favor of August 6 was received, that he would buy one 20-ton car, 43 per cent cottonseed meal delivered Olin, Iowa, for first week in December shipment in new bags, arrival draft.

Under date of August 7, 1924, the appellee sent to the appellant a so-called confirmation in duplicate, one to be retained by Miller and the other to be signed by him and sent to the appellee.

This confirmation invited acceptance and signatures on the part of the buyer, and stipulated that refusal must be by wire. On August 11, 1924, Miller made certain objections to the confirmation and thanked the appellee for its trouble, and dropped the deal. In winding up the report on the case, the appeal judges stated: "We believe that confirmation should be as brief as possible and cover only such stipulations as are understood between parties at the time the trade is made. We rule that there was no trade made in the case submitted, as the minds of the parties to the dispute never met, and that consequently no trade was entered into. We assess the costs of arbitration and appeal against the appellee, the Hayes Grain & Commission Company."

DRYING HAY ARTIFICIALLY

Because of the heavy loss of hay incurred during the wet season of 1924, experimental work in artificial hay drying was undertaken in 1925 by students at the Wisconsin State University. In one of the attempts which was very successful a stack of hay was built over an air chamber into which hot air was blown. The air finds its way through the stack thus drying it out. The air cell used was four feet wide and five feet high made "A" shaped; in length it was eight feet shorter than the stack. A large pipe similar to a large furnace pipe was used to convey the heated air from the fan into the air chamber over which the hay was stacked. A stack of hay for that purpose should be about 14 or 16 feet high and about 12 feet wide. Two hundred pounds of coal were required to dry out one ton of dried hay.

"EGG PARALYSIS" DUE TO DEFICIENT FEEDS

Every spring the Wisconsin Experiment Station has received many letters from poultry keepers complaining that some of their hens are lame or have lost control of their legs, and that often the birds produced thin shelled eggs. It has been known for years that if the flock can get out into the sunshine, the quality of the egg shells gradually improves and the lameness or loss of the use of the legs, "egg paralysis" also tends to disappear. Work during the past few years in poultry and agricultural chemistry has shown clearly that this trouble is avian rickets, and that the hens suffering from the so-called "egg paralysis" are in a rickety condition.

Last spring a number of hens were sent to the Experiment Station from different farms and it was demonstrated that this difficulty could be cured in a very short time by exposing the birds to an ultra-violet lamp. In from 48 to 72 hours after the time of exposure such hens were often back on their feet and laying eggs with normal shells. In other experimental work where birds were kept away from the light, rickets frequently developed and as a result many thin shelled eggs were produced, some of them were so thin that they could not be removed from the nest without breaking. Some birds even died from this trouble. It was found that by feeding cod liver oil the quality of the shell gradually improved and the birds recovered, but the effect of ultra-violet was vastly more pronounced; with the latter the recovery time was very much shorter and the egg shells improved almost immediately.

If cod liver oil is used to improve the early

hatches of chicks it is necessary to supply it at least several weeks in advance in order to get the desired results. On the other hand, almost immediate improvement can be expected from the use of ultra-violet light. Later in the season when the flock can be readily turned out in the sunlight, nature solves the problem.

FEEDSTUFFS RESEARCH IN OKLAHOMA

It has been suggested in the Oklahoma state legislature in the form of a bill that research work be conducted on feedstuffs in that state. The bill provides for the use of \$10,000 of the surplus derived from the enforcement of the state feed regulatory law for research work in feed. This would be done by the Oklahoma A. & M. College.

The bill also provides for a reduction of 20 per cent, or from 10 cents to eight cents a ton, in the tax on millfeed.

FEEDS INACTIVE IN NEW YORK

By C. K. TRAFTON

During the period under review the local market for feeds has been as lifeless as generally expected at this season. For some time following the writing of our last review the weather remained extremely favorable over wide areas along the Seaboard, the outstanding feature being the abnormally high temperatures prevailing, and, although conditions latterly have been much less spring-like, buyers are evidently impressed by reports of satisfactory pasturage conditions and hence are looking forward to a sharp falling-off in the feeding demand in the near future. Of course, another important factor usually counted on at this time to keep buyers out of the market is as much in evidence as ever; namely, the prospective opening of lake and canal navigation with its resultant reduction in freight rates. Finally, buyers are encouraged in their indifferent attitude by the fact that many of the large Buffalo mills who had over-sold to such a great extent during the fall and winter that they had been extremely dilatory about making shipments, and also unable to offer anything more prompt than 30 days shipment, are again offering for prompt shipment, evidently having caught up with their old orders to a large extent. Nevertheless, according to well-posted dealers, they are getting little or no business; and the same is true of some of the northwestern mills who have been offering April shipment, lake and rail; but this is not astonishing inasmuch as feeds can be bought just as cheaply from the Buffalo mills. In spite of these discouraging factors, and also the fact that they carried heavy stocks through the winter, local jobbers generally maintain a firm attitude, quoting bran at \$34.50, middlings at \$35.50, and red dog at \$42.50. An interesting feature in the market for corn goods was the fact that for a time Yellow hominy was obtainable from only one source and hence commanded a premium over White hominy, although the demand for neither kind has been very active.

NEW FEED BRANDS

"COD-O-LAC" poultry feed. Western Grocer Company, Marshalltown, Iowa. Filed February 10, 1927. Serial No. 244,199. Published March 22, 1927.

"BIG 'W'" feeds (scratch feeds). White Grain Company, Duluth, Minn. Filed October 29, 1926. Serial No. 239,449. Published March 22, 1927.

"WATKO" hog mineral ration, poultry mineral ration, and livestock mineral ration. The J. R. Watkins Company, Winona, Minn. Filed January 14, 1927. Serial No. 242,870. Published March 29, 1927.

"MO-FUL" prepared dairy feeds. Universal Mills, Fort Worth, Texas. Filed February 18, 1927. Serial No. 244,581. Published April 5, 1927.

"AJAX" prepared dairy feeds. Chapin & Co., Chicago, Ill. Filed February 18, 1927. Serial No. 244,543. Published April 5, 1927.

"ARCHER" wheat flour, mill feed and cornmeal. The Cain Bros. Milling Company, Leavenworth, Kan. Filed January 26, 1927. Serial No. 243,345. Published April 5, 1927.

"THREE BEARS" self-rising buckwheat flour, pancake flour, pure buckwheat flour, stock feed and scratch feed. Fuller Milling Company, Inc., Albany and Schenectady, N. Y. Filed February 1, 1927. Serial No. 243,650. Published March 22, 1927.

Not Subject to Opposition

"GOOD VALUE" chick and hen feed, cornmeal, macaroni, spaghetti, vermicelli, rolled oats, pancake flour, cornstarch. Fleming-Wilson Mercantile Company, Topeka, Kan. Filed October 16, 1926. Serial No. 238,713. Published and registered March 8, 1927.

Trademarks Registered

224,964. Tankage and dry feed meal. Pan-American Feed Milling Company, Kansas City, Mo. Filed August 30, 1926. Serial No. 236,654. Published December 14, 1926. Registered March 8, 1927.

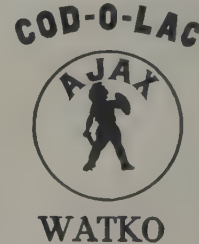
225,651. Poultry and dairy feed. Ruhmann Grain & Fuel Company, Waco, Texas. Filed October 19, 1926. Serial No. 238,875. Published January 4, 1927. Registered March 22, 1927.

225,786. Commercial feeds, including cottonseed meal, cottonseed feed, peanut meal, peanut feed and crushed snapped corn. Camilla Cotton Oil Company, Camilla, Ga. Filed October 23, 1926. Serial No. 239,088. Published January 11, 1927. Registered March 22, 1927.

225,864. Stock and poultry feed. Ballard & Ballard Company, Louisville, Ky. Filed December 8, 1926. Serial No. 241,128. Published January 18, 1927. Registered March 29, 1927.

225,865. Stock feed and poultry feed. Ballard & Ballard Company, Louisville, Ky. Filed December 8, 1926. Serial No. 241,129. Published January 18, 1927. Registered March 29, 1927.

225,996. Livestock, dairy and chicken feed. Wells-Abbott-Nieman Company, Inc., Schuyler, Neb.



Filed February 8, 1926. Serial No. 227,049. Published May 18, 1926. Registered March 29, 1927.

226,053. Poultry feed, stock feed and dairy feed. Northrup, King & Co., Minneapolis, Minn. Filed December 4, 1926. Serial No. 240,991. Published January 11, 1927. Registered March 29, 1927.

226,377. Feed and feedstuffs for horses, mules, dairy cattle, poultry and swine. Ferncliff Feed & Grain Company, Louisville, Ky. Filed July 10, 1926. Serial No. 234,388. Published January 25, 1927. Registered April 5, 1927.

Trademark Registrations Renewed

62,206. Medicated stock foods. Registered April 23, 1927. Dr. Hess & Clark, Renewed April 23, to Dr. Hess & Clark, Inc., Ashland, Ohio, a corporation of Ohio, successor. Registered March 15, 1927.

62,207. Medicated stock foods. Registered April 23, 1907. Dr. Hess & Clark, Renewed April 23, 1927, to Dr. Hess & Clark, Inc., Ashland, Ohio, a corporation of Ohio, successor. Registered March 15, 1927.

62,311. Medicated stock foods. Registered April 30, 1907. Dr. Hess & Clark, Renewed April 30, 1927, to Dr. Hess & Clark, Inc., Ashland, Ohio, a corporation of Ohio successor. Registered March 15, 1927.

ASSOCIATIONS

CONVENTION CALENDAR

April 27-28.—Annual meeting of the Western Grain Dealers Association, at the Fort Des Moines Hotel, Des Moines, Iowa.

May 3-4.—Thirty-fourth annual meeting of the Illinois Grain Dealers Association, at the Hotel Jefferson, Peoria, Ill.

May 4-5.—Oklahoma Grain Dealers and Millers Associations, thirtieth annual convention, at the Skirvin Hotel, Oklahoma City, Okla.

May 23-24.—Annual meeting of the Texas Grain Dealers Association, at the Baker Hotel, Dallas, Texas.

June 9-11.—Annual convention of the American Feed Manufacturers Association, at the French Lick Springs Hotel, French Lick, Ind.

June 22-23.—Forty-eighth annual meeting of the Ohio Grain Dealers Association, at the Hotel Waldorf, Toledo, Ohio.

June 27-28.—Annual convention of the Wholesale Grass Seed Dealers Association, at Book-Cadillac Hotel, Detroit, Mich.

June 28-30.—Annual convention of the American Seed Trade Association, at the Book-Cadillac Hotel, Detroit, Mich.

July 25-27.—Thirty-fourth annual convention of the National Hay Association, at St. Louis, Mo.

October 10-12.—Annual convention of the United States Feed Distributors Association, at Omaha, Neb.

October 10-12.—Annual convention of the Grain Dealers National Association, at the Fontenelle Hotel, Omaha, Neb.

KANSAS DEALERS MEET

The Kansas Grain Dealers Association held its thirtieth annual meeting March 24 and 25 at the Kansas Hotel, Topeka, Kan. President C. M. Cave, of Sublette, Kan., presided and in making his annual address he said, in part:

PRESIDENT C. M. CAVE'S ADDRESS

In the past 12 months many changes have taken place, within the bounds of our membership, due to the fact that the manner of producing and caring for a crop of wheat, especially in the western half of the state, has been almost completely revolutionized, owing to the general use of the most modern machinery, such as the large tractors and tillage tools, in preparing the ground for wheat, and the harvester thresher for caring for the crop, after its maturity. It will necessitate the readjustment almost completely of the method of the grain men in the handling and in the marketing of a wheat crop. For instance, on account of the harvester thresher, which is now being used almost entirely in the West; from the very day the harvest starts thousands upon thousands of bushels of wheat are cut, threshed, and dumped upon the market, and as the harvest progresses, this amount increases into millions of bushels, most of which reaches the market within a period of 30 days' time. Thus you see the necessity of rearranging our method of handling and caring for a colossal movement like this in such a short time.

I believe that with these new methods of producing wheat, and the fact that it is placed upon the market in such large quantities, within so short a time, that in the rearrangement of the marketing plan, the small country elevator operator is going to have to pass out of the scene. This is materially substantiated by the fact that 73 elevator concerns who belonged to our Association have changed hands in the past year, and owing to the fact that it requires a great amount of storage facilities and a large amount of capital, which the small country elevator usually does not have, he will eventually be crowded out by the large line house operators and other concerns.

This readjustment is now going on, and at this time, I know of a number of large concerns who are building large elevators in the western part of the state to meet these conditions. This is a problem that should interest every grain dealer in this room, and one to which should be given a great deal of thought by all of us.

As I was a member of the last legislature, and having spent the past two months of my time in helping to the best of my ability to enact new laws, and repeal laws that were obsolete, my thoughts have not been to any great extent directed toward the business in which we are engaged. As a member of the House of Representatives I have considered it a duty that I owed to the grain trade of this state to carefully examine all bills introduced, having reference to the merchandising, grading and weighing of grain.

At practically every session of the legislature of this state, bills are introduced which, if enacted into law, would be a serious handicap to the elevator owners and operators of the state. I do not wish to be misunderstood in making this statement, as many of the bills introduced were by men unfamiliar with the modern methods of handling grain, and apparently they did not take into consideration the question confronting the elevator owner and operator. I question whether any other line of business has the handicaps to contend with that the grain man has. Contrary to the general consensus of opinion, all legislation is to a greater or less extent, a matter of compromise. There are 125 members in the lower House, and 40 members in the Senate, practically all of whom introduced measures during the session affecting their local territory.

From this he passed on to a general discussion

of legislation in Kansas, and spoke at some length regarding the proposed landlords' lien bill.

Secretary E. J. Smiley, then presented his report, some of the most significant parts of which are reprinted herewith.

SECRETARY E. J. SMILEY'S REPORT

I presume that you are aware that collection of claims for loss of grain in transit are becoming more difficult each year. The heads of claim departments are attempting to throw the entire burden of proof on the shipper, i. e., they are demanding that the shipper furnish proof that his scale is at all times weighing within the tolerance allowed. I want you to know that unless you are in a position at all times to verify weights and keep a complete perfect record, that your claims for loss in transit will not be allowed by the carriers. The inspection of scales is a highly technical scientific procedure. Many of these so-called scale inspectors are not familiar with the construction of the different types of scales. He must be able to tell from the performance during the test the condition of the scale. If it happens that the scale is not in tolerance he must be able to determine accurately the reason for the discrepancy and to do or recommend the necessary work that must be done to put the machine in correct weighing condition.

In this connection, I wish to state that Fairbanks-Morse & Co. have fitted up trucks carrying the necessary weights to make accurate test of all scales and if the test shows that the scale is out of condition, the skilled mechanic accompanying this truck can make the necessary repairs. Most of the carriers operating in this state have cars which are equipped with the necessary tools to test and make repairs and you should make requisition for this service before the harvesting of the crop. I would further suggest that you forbid any one to enter your elevator at any time or to examine your records without presenting proper credentials. This word to the wise should be sufficient. You should also have your scales tested for accuracy at least once a year, as the test weight of wheat is a factor in establishing the price.

During the past season, many shippers in the southwest and central parts of the state, acting on the advice of railroad representatives, loaded cars 20 to 30 per cent above the stenciled carrying capacity. Upon arriving at first scaling point, hundreds of overloaded cars were reduced in weight to 10 per cent above the marked capacity and the excess load was sold to the best possible advantage and the shipper notified to file a claim for the amount for which the overload was sold. Instead of remitting the proceeds of the sale, the shipper was compelled to file claim and await the pleasure of the claim department to reimburse him.

As the tariff on file with the I. C. C. does not provide for overloading cars in excess of 10 per cent above the marked capacity, the shipper assumes the risk. We do not consider it good policy to overload cars, but if you insist on doing this, for your own protection have the notation appear on the original bill of lading, "loaded to 20 per cent above marked capacity by order of blank railroad representative" and have the agent for the company sign the bill of lading. Then, if the load is reduced in transit, it will be at the expense of the carrier and you can recover the full value of the grain based on final destination sales.

Among the speakers were President C. D. Sturtevant, Omaha, of the Grain Dealers National Association; T. B. Armstrong, assistant grain inspector, Kansas City, Mo.; and John Baker, traffic and claim manager, Kansas Grain Dealers Association.

On Friday a debate was featured between Ralph Snyder, president of the Kansas State Farm Bureau, Manhattan, Kan. (affirmative) and George R. Gould, Bucklin, Kan. (negative). The proposition was stated in this form: "Resolved, that the McNary-Haugen Bill if enacted into law will be of direct benefit to the American farmer." R. T. Willette, secretary of the Board of Trade, Atchison, Kan., made an address. "What Is the Future of the Grain Business?" was the subject of C. L. Parker, Topeka, and "The Combined Harvester Problem," was the topic discussion of which was led by David Page, Topeka.

The financial report showed a balance on hand January 1, 1927 of \$2,690.53, collection of membership fees and dues in 1926 having been \$6,648.85.

The election of officers resulted in the selection for president, H. R. Rhodes, Colony, Kan.; vice president, H. B. Wheaton, Hugoton; secretary-treasurer, E. J. Smiley, Topeka.

Directors: C. L. Parker, Topeka; W. W. Lam, Moran; C. W. Cave, Sublette, Kan.; E. L. Brown, Chester, Neb.

WESTERN DEALERS TO MEET

The two-day session of the twenty-seventh annual convention of the Western Grain Dealers Association will open at the Hotel Fort Des Moines, in Des Moines, Iowa, on April 27. Secretary D. O. Milligan says that the program will be an exceptionally good one, and the various meetings will be interspersed between the speakers, with general discussion on subjects outlined.

C. D. Sturtevant, president of the Grain Dealers National Association, has consented to appear on the program, taking up farm relief legislation and the grain dealers' experiences in fighting against this unfavorable legislation, which has been pro-

moted the past year. C. W. Pitts, attorney for Mr. Folger of the nationally known Folger Case, which covered the matter of free storage of grain in Iowa, will speak on the different legal points in connection with the case and its applications and lessons to the grain trade. R. T. Miles, chief federal inspector, will appear in person, or send a representative, to take up the matter of Federal Bill S. 5696 and kindred grain grading subjects.

J. Clyde Smith, a grain dealer at Grundy Center, will speak about the success of the Grundy County group meetings, of which he was the instigator and organizer. This is a subject that is important and Mr. Smith will show other grain dealers the advantages of these meetings and their possibilities and personal contact with competitors.

Hon. H. W. Seaman of Clinton, Iowa, will speak on "River Storage Elevators and Farm Relief." Mr. Seaman has for years been interested in the possibilities of transportation by interior waterways and was one of the vital forces which promulgated river barge transportation on the Mississippi River. His information will be first-hand and it will be very instructive and entertaining. Captain O'Hay, soldier of fortune, who entertained as banquet speaker at the national grain dealers' Buffalo convention, will furnish the evening's entertainment for the second evening. Captain O'Hay is being brought at considerable expense for the entertainment of the grain dealers, as he very seldom gets this far West on his various programs.

PEORIA TO BE HOST OF ILLINOIS' DEALERS

May 3 and 4 are the dates set for the thirty-fourth annual convention of the Illinois Grain Dealers Association, headquarters to be the Hotel Jefferson, Peoria, Ill. "It is our intention," writes Secretary W. E. Culbertson, "to make this convention as interesting as can be from the country shippers' viewpoint. I propose to take up for discussion the worst evils that now exist with the trade, namely, that grain is being bought on too small a margin, that storage of grain, either free or for a fee is wrong, and the question of country grading of grain."

The tentative program, to which certain additions will be made, is as follows:

TUESDAY MORNING, MAY 3

Reception and Community Singing.
Invocation.
Address of Welcome.
.....Hon. Louis Mueller, mayor of Peoria
President's Address.....A. C. Koch, Breese, Ill.
Secretary's Report.....W. E. Culbertson, Delavan, Ill.
Treasurer's Report.....M. J. Porterfield, Murdock, Ill.
Report of Finance Committee.....
.....Charles Hitch, Tuscola, Ill.
Report of Executive Committee.....
.....E. M. Wayne, Delavan, Ill.
Appointment of Committees.

TUESDAY AFTERNOON

Community Singing.
The Grain Dealers' National Association.....
.....Charles Quinn, secretary, Toledo, Ohio

It is intended to secure some auditor who has been checking up on the country elevators to lead a discussion as to the buying margin. The Department of Agriculture will lead in the matter of grain grading. Mr. Quinn will represent the national organization, and an invitation has been extended to the Chicago Board of Trade to have some speaker explain the intricacies of the present investigation involving the Grain Marketing Company's failure. As a whole, the program should be unusually replete with items of vital interest to practical grain men.

On the evening of May 3, there will be a banquet at the Hotel Jefferson, and the speakers and entertainment will be furnished by the Peoria Board of Trade. The Board is planning to entertain the visiting ladies as well as the dealers themselves. The committee in charge of this phase of the convention includes: Grant M. Miles, of P. B. and C. C. Miles, Peoria; Homer H. Dewey, of W. W. Dewey & Sons, Peoria; and L. H. Murray.

COLORADO DEALERS NAME OFFICERS

At a recent meeting in Denver, Colo., the Colorado Grain Dealers Association elected the following officers: Glen Morris, president; Robert Lowe, vice-president; Herbert Welsch, secretary-treasurer.

N. D. FARMER DEALERS ELECT

The sixteenth annual convention of the Farmers Grain Dealers Association of North Dakota was held March 1, 2 and 3, at Minot, N. D., with over 900 grain men in attendance.

Election of directors resulted in the selection of L. H. Smith of Fargo to succeed himself in the first district; Carl Neubauer of Harvey, to replace R. W. Pattos in the second district; Andrew Huus of Makoti, to replace Andrew Robble in the third district. A. M. Bannon of Mott was selected as director at large to replace George Knauss.

The directors' meeting immediately following this

session put A. M. Thompson of Cogswell, John Maddock of Maddock, and R. F. Gunkelman of Fargo, on the Executive Committee. Mr. Thompson was made president and Mr. Maddock, vice president of the association. Pete A. Lee was re-elected secretary-treasurer.

The 1928 convention city is to be Bismarck.

HAY MEN TO MEET IN ST. LOUIS

For the first time in over two decades, the National Hay Association will hold its annual convention in St. Louis, Mo., this year. The time set is July 25, 26 and 27, and this will be the thirty-

fourth annual convention. Since St. Louis combines the advantages of a central location, well suited for a national convention of this kind, and the natural benefits accruing from the fact that it is a well known hay market, a large attendance is expected.

Secretary Fred K. Sale is urging that all who are interested in the hay business attend the meeting, and a special effort will be made to have both the necessary entertainment features and the desirable business advantages to compensate all who are able to make the trip. It will be remembered that in 1904, when the Association last met in St. Louis, there was a splendid program.

TRANSPORTATION

FIRST HEARING AT DALLAS, MAY 9

The Interstate Commerce Commission announced recently that hearings in connection with its investigation of railroad rates on grain and grain products, under the provisions of the Hoch-Smith Resolution, will be begun at Dallas, Texas, May 9, before Commissioner Meyer and Examiners Mackley and Hall. Further assignments of hearings will be announced at the conclusion of the Dallas meeting.

OGDEN GRAIN EXCHANGE GETS VERDICT

A decision affecting carload movements of grain and grain products in Pacific Coast, middlewestern and southern territory, was handed down today by the Interstate Commerce Commission.

The Commission held some rates unreasonable and unduly prejudicial while others were found to be justified. The decision was on a complaint by the Ogden, Utah, Grain Exchange.

Findings follow:

Rates from Colorado common points to Nebraska, Kansas, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Indiana, Kentucky and Tennessee destinations not unreasonable.

Rates from representative points of origin in Utah and on the Oregon Short Line and Utah, Idaho Central in Idaho and Oregon, to points in Nebraska, Kansas, Oklahoma, Texas, Minnesota, Iowa, Missouri, Arkansas, Louisiana, Wisconsin, Illinois, Indiana, Kentucky, Tennessee, Mississippi and Alabama, unduly prejudicial.

TRANSIT ON EX-LAKE GRAIN

A partial victory has been won by grain dealers, elevator companies, and mill firms located at various points in New York state in their case against the Delaware, Lackawanna & Western and other railroads, which has been "tried" by the Interstate Commerce Commission. By order of the Commission, effective May 25, the "undue prejudice" involved in the transit charge maintained at New York points on grain from Erie, Pa., Oswego, and Buffalo, N. Y., to eastern destinations, must be removed.

Most of the grain in question originates in western territory. That from the Northwest moves chiefly over the lakes, and that from the Southwest, purchased at Kansas City, Mo., goes principally by rail. Not all of the complaints set forth by the dealers were found justifiable in the opinion of the rate judges. In the hair-splitting terms of the Commissioners, the protested rates were found to be "not unreasonable", but "prejudicial."

ASK THAT REHEARING OF MINNEAPOLIS SIX-CENT CUT BE SEPARATE FROM HOCH-SMITH INQUIRY AT DALLAS

For over a month rumors have been current that the Interstate Commerce Commission had, or was about to merge the rehearing of the Minneapolis six-cent grain rate reduction case with the Hoch-Smith inquiry at Dallas, Texas, May 9.

Both the M. & St. L. Railroad and the Soo Line, however, wish to avoid this. The Soo Line, in its petition, said the decision of the majority rejecting the proposed reductions in the rates on grain and grain products, clearly showed that the Commission reached its conclusion entirely on the evidence submitted in the case as to suspension of the Minneapolis & St. Louis tariff, and that the evidence submitted by the Soo Line was not fully considered, nor given proper weight by the Commission. The petitioner said the situation on the Soo Line differed "radically and materially from that which obtains on the Minneapolis & St. Louis."

The rail petitioners point out that Commissioner Aitchison, in his dissenting views (from the opinion of the Commission in refusing to grant the six-cent rate cut), in which he was joined by Commissioners Woodlock and Taylor, said that in the Hoch-Smith inquiry the prime question had to be the general rate level and that individual situations could not be adequately presented or considered in such a pro-

ceeding. However important, Mr. Aitchison said, local situations would be dwarfed by the broad sweep of vision necessary in a general investigation of such comprehensive scope.

As reason for bringing in the Hoch-Smith matter the petitioners referred to intimidation made, as they said, by the majority, that proportional rates to Chicago were to come before the Commission at Dallas. The petitioners suggested that when the three commissioners mentioned made their remark about the broad sweep of vision necessary they gave good and sufficient reasons why the instant proceeding, which was an individual situation, should not be merged with the general hearing on May 9.

SHRINKAGE IN TRANSIT RULING

J. S. Brown, manager of the Chicago Board of Trade Transportation Department, advises that effective May 1, both western and eastern railroads have published the following rule covering deduction for so-called natural shrinkage, in the adjustment of claims for loss of grain.

(a) Carriers will not be responsible for loss due to natural shrinkage.

(b) When liability is established, there shall be deducted from the loss in weight on all grain one-eighth of 1 per cent of total weight of contents of the car.

(c) This deduction represents reasonable shrinkage due to evaporation or other natural causes and is to be made from shipping weights.

(d) Claims will be adjusted by carriers in accordance with the law that governs.

(e) In case of a disputed claim, the records of both the claimant and the carrier shall be available to both parties.

This rule has not heretofore been published by the eastern railroads and it will be applicable in the east generally except in connection with ex-lake rates.

At points west of Chicago the present rule provides deduction of $\frac{1}{4}$ of 1 per cent on corn and $\frac{1}{8}$ of 1 per cent on other grains, but effective May 1, 1927, the deduction will be $\frac{1}{8}$ of 1 per cent on all grains.

FIRES

Colgate, N. D.—Fire damaged the Cargill Elevator.

Jeffersonton, Ky.—Fire destroyed the feed store of Julius Bucholz.

Manson, Iowa.—The Manson Seed Store was damaged by fire.

Algona, Iowa.—The elevator of H. Chambers was destroyed by fire.

Adel, Iowa.—The elevator and mill of Kent & Co., at this place burned.

Washington, Kan.—With a \$9,000 loss, the Dooley Grain Elevator was burned.

Chaseley, N. D.—B. M. Klinger's grain elevator was completely destroyed by fire.

Roby, Ill.—The Farmers Grain Elevator was destroyed by fire with a \$10,000 loss.

Helena, Ark.—Fire on March 10 damaged the property of the E. G. L. Feed Company.

Elkhart, Ind.—Slight damage was done to the plant of C. E. Paxson by fire on March 8.

Ralls, Texas.—Fire damaged the W. L. Hendrix Elevator on February 24. The loss was \$8,000.

Burwell, Neb.—The elevator known as the Bailey-Kroetch Elevator was damaged by fire recently.

Coulee, Wash.—Fire on March 13, damaged the property of the F. M. Martin Grain & Milling Company.

Haworth, near Cuba, Kan.—The Duff Company's grain elevator, owned and operated by J. A. Pugh, was destroyed by fire with a small amount of

stored grain on March 30. The elevator was an old frame building of 4,000 bushels' capacity and had been in operation for 40 years. The total loss amounted to \$5,000.

Plano, Texas.—Fire destroyed about 1,000 bushels of ear corn owned by the Hughston Grain Company.

Melvin, Mich.—The plant of the Kerr Grain & Hay Company was totally destroyed by fire on March 12.

Spearville, Kan.—The plant of the Farmers Cooperative Grain & Supply Company was destroyed by fire on April 3.

Gutman (Santa Fe p. o.), Ohio.—Lightning was the cause of a total loss to the plant of the Gutman Grain Company on April 4.

Gladwin, Mich.—Joseph F. Schulz sustained a small loss by fire on April 1. The damage was confined to the roof of the plant.

Bostwick, Neb.—The plant of the Farmers Union Elevator Company was destroyed by fire on March 27, with an estimated loss of \$7,000.

Rock City, Ill.—The grain elevator here of the Graham Bros., was destroyed by fire on April 6 together with several other buildings.

Ft. William, Ont.—The Wiley-Low Cleaning Elevator was destroyed by fire together with 25,000 bushels wheat. The loss was \$150,000.

Buckland, Ohio.—The Buckland Farmers Exchange Company sustained a small loss by fire on March 4, which originated in the engine room.

Eldorado, Neb.—The elevator of the Nye-Schneider-Jenks Company here was destroyed completely by fire. The total damage was \$10,000.

Lake Andes, S. D.—Fire on March 16 destroyed the elevator of Harry Mansbridge. The loss was estimated at \$5,000. No insurance was carried.

Fayette, Iowa.—Fire destroyed the grain elevator owned by F. T. Gray. The cause of the fire is unknown. The loss was fairly well covered by insurance.

Port Austin, Mich.—The Bad Axe Grain Company sustained a total loss by fire on March 13. About 10,000 bushels of grain were destroyed. The loss was \$40,000.

Blue Springs, Neb.—Lightning struck the Farmers Union Elevator and the fire which resulted entirely destroyed it. The loss amounted to \$14,000; insurance, \$5,000.

Taylor, Texas.—Fire destroyed the warehouse of Howard Bland & Co., manufacturers and wholesalers of feed. The loss included 300 tons of cottonseed and 15 tons hulls.

Hettinger, N. D. — Fire, which was presumably caused by locomotive sparks on roof, destroyed the office used in connection with the plant of Richardson & Larson on March 29.

Twining, Mich.—The elevator here together with office and practically all of the stock was destroyed by fire with a \$30,000 loss. J. E. Martindale of Bay City was general manager of the firm.

La Crosse, Ind.—The Central States Soft Wheat Growers Association sustained a slight loss by fire in February. This stock was stored in the elevator of the La Crosse Grain & Coal Company.

Burbank, Calif.—With a loss of \$50,000, the property of the Union Supply Company was destroyed by fire. The stock on hand consisted of wheat, barley, corn, etc. The insurance was \$40,000.

Coulee, Wash.—The warehouse of Guenther & Stark together with 15,000 bushels of wheat was destroyed by fire. The warehouse was partly covered by insurance. The damage was \$10,000.

Canadian, Texas.—Fire destroyed the vacant elevator of Albert Liske and Ed. Balderston on March 4. It was built by Kemp & Kell of Wichita Falls about 20 years ago. It was known as the Farmers Elevator.

Yakima, Wash.—The plant of the Alfalfa Mills Company was destroyed by fire with \$100,000 loss. The plant was owned by Charles Fry and the Waechter Bros. of Seattle. Paul Kirkner was manager.

Love Field, Dallas p. o., Texas.—The warehouse of the Knight Grain Company burned. A large amount of grain and grain products was destroyed. The loss was \$25,000 which is partially covered by insurance.

Fairmount (Monroe p. o.), Iowa.—Fire on March 18 destroyed the elevator of the Farmers Elevator Company. There were about 5,400 bushels grain in the bins at the time and some part of this may be salvaged.

Glenwood, Neb.—The Farmers Grain & Livestock Elevator and office were destroyed by fire of unknown origin. About 5,000 bushels corn were stored in the elevator at the time of the fire. The loss was \$12,000.

St. Boniface, Man.—Fire damaged the Peterson Elevator's machinery and destroyed a quantity of flaxseed in storage. The fire broke out in the drier. The building was unharmed. The loss is partly covered by insurance.

FIELD SEEDS

SOUTHERN SEED CONVENTION DATE

The annual convention of the Southern Seedsmens Association will be held this year at Nashville, Tenn., June 23, 24 and 25. This immediately precedes the Detroit convention of the American Seed Trade Association and arrangements are being made for those attending the Nashville meeting to go in a group to Detroit.

SEED PRODUCING IN CANADA

The report of the Minister of Agriculture for Canada in his report for the year ending March 31 indicates that seed production in Canada is becoming a more important and profitable industry. The seeds which are being produced in an exportable surplus include wheat, oats, barley, peas, Alsike, Red Clover, Alfalfa, Sweet Clover, bluegrass, brome grass, brown top or Rhode Island bent grass and flax.

In 1920 the acreage of Alfalfa in Canada was 238,000 acres. In 1926 it had been increased to 358,000. Imports of 15,000 bushels of Alfalfa seed had also turned into exports of 60,000 in the same length of time.

SEED CORN IN POOR SHAPE

Extraordinary precautions must be taken this year with the seed corn, for it has been found generally to be in poor condition for planting.

Germination tests of seed corn at the New Jersey Experiment Station indicate that considerably more than half of the samples are unfit for planting.

In Minnesota and Wisconsin, the farmers are being urged to take special care in seed selection. In January more than 2,000 samples of seed were forwarded to the Farm Seed Laboratory on the University Farm, and in February there were 1,977 samples examined by the laboratory. The best samples received directly from farmers came from Olmsted and tested 98 per cent; samples from Chicago, 96.3 per cent, 95 per cent and Steele 94.3. The best of 600 samples from dealers ranged from 55.4 to 96 per cent.

GROWING SEED IN THE NORTHWEST

At Mt. Vernon, Wash., there is a modern seed growing and cleaning firm which was organized to grow seeds for an equally successful seed handling company. The Northwest Seed Growers, Inc., was organized to supply seeds for the Northwest Seed Company a company which was organized nine years ago. In the company are men who have had experience in the seed business for 25 years in Seattle, Wash.

The Mt. Vernon plant is located on the Great Northern Railroad with a capacity of 10 carloads, in two tanks. It has a receiving capacity of one carload and a shipping capacity of a carload with five grain cleaners of a carload capacity.

Electric motors (two in number of eight horsepower) are used for both lighting and power. The mill is equipped with belt drives, five belt conveyors 200 feet in length, and two Fairbanks Platform Scales.

O. Christensen is superintendent of this company which grows garden peas, beets, mangels, turnips, rutabaga, cabbage and kale.

FOR SEED ONLY

An interesting exhibit was held at Belleville, Ont., on March 17, 18 and 19, which was unique inasmuch as it was confined entirely to displays of seeds. It was known as the Quinte District Seed Fair and was opened to exhibitors from all parts of Canada; however, most of the exhibits were from the Province of Ontario.

A very large quantity and a fine line-up of seeds of oats, barley, Spring and Fall wheat, peas, beans and small seeds along with a few lots of potatoes were shown. The quality of these seeds was on the whole of an excellent character and reflected the value of some fine seed cleaning plants that have been recently installed in different parts of the province. The barley display was of particular interest.

A large number of the exhibits were sealed as registered or Extra No. 1 and the competition in this line was the keenest ever held in the province. The general purity of the small seeds was very commendable; there were 45 exhibits including Red Clover, Timothy, Alsike and Alfalfa.

On the closing day of the fair a sale of the exhibits was held. The buyers of registered and Extra No. 1 seed became members of the Canadian Seed Growers Association automatically provided

they have their seed inspected this season in the field and that all the requirements of the association are satisfactory met. Other fairs of a similar nature will be held in the future.

HANDLE SEED EFFICIENTLY AND PROFITABLY

Service as a word or even as part of a slogan doesn't mean much as such, but the minute service is incorporated into the everyday affairs of a company, be that company large or small, the results are telling. Competition is keen and the seller must have something more to offer than mere merchandise.

It is this willingness to meet the customer more than half way which has accounted for, to a great extent, the prosperity and growth of the wholesale field seed firm of Ed. F. Mangelsdorf & Bros. at St. Louis, Mo.

The company started in business in June 1919 in a location, which while not entirely satisfactory, was the best the new company could do—it was hard at that time to find a location with suitable trackage. After conducting its business there for a little over seven years the company felt need for



PLANT OF ED. F. MANGELSDORF & BROS., ST. LOUIS
larger quarters and bought the building shown in the accompanying illustration at 500 S. Main Street.

This building has been entirely renovated and is now a modern seed warehouse. It gives more than double the floor space of the old location, has a much better location as the building is on a railroad track with switches at both ends of the building and is close to the business portion of the city. The building is sprinklered and the floors are strong enough to bear the load placed on them.

The Mangelsdorf company has always had a laboratory which has been at the service of its customers and this of course is also included in the new cleaning plant.

Ed. F. and Albert H. Mangelsdorf are directing the affairs of the company. E. L. Papin, who has been associated with them almost since the beginning of the company, and Carl F. Roth, who has been with the firm for two years, are closely identified with the management of the seed company.

TOLEDO SEED NEWS

By S. M. BENDER

Clover seed has just about held its own in this market during the month and the demand is now showing signs of being reduced. The trade in cash and futures which was active during March has fallen off considerably. Many dealers look for it to continue during April with further reduction in local stocks but it may not last more than two weeks. The biggest factor in favor of Clover is small stocks of both domestic and imported here which will prevent pressure on the market. There is practically

no domestic for sale and what there is sells for a big premium. Our domestic shortage has been largely offset by the importations this year. Liberal deliveries on March contracts the last few days of March relieved many who were running short on their supplies. Most of it went to dealers for distribution to their trade. Those of the outside trade who took delivery ordered it shipped. Continued wet weather in some sections has delayed field work and probably had something to do with the reduced demand. The carryover will be light and the new crop will govern the price trend in all probability. A short Winter wheat acreage in some localities has reduced the demand for Clover as many farmers do not care to sow high priced Clover with oats. October Clover, the new crop future, has been steady and meeting good support on setbacks. When the cash demand is finished this future will be governed by the weather and prospects for the new crop. Some think October is low when the cash is taken into consideration as this represents domestic delivery being too early for foreign shipments. Alsike and Timothy have been firm with good inquiry for both in the cash and futures. Indications are for a general clean-out of existing stocks of both old and new. Trade has been fairly good in April and May Timothy. Cash offerings have been light and buyers find it difficult to get the better grades for their trade.

SEED NEWS FROM WISCONSIN

By C. O. SKINROOD

An excellent demand for seeds is reported by the big Milwaukee handlers. In most cases the demand for seeds is considerably ahead of last year.

The local seedsmen state that the call for foreign seed has been exceedingly disappointing. Even the low prices at which the foreign seed is moving seems to be no drawing card. Some of the Milwaukee seedsmen now refuse to handle the foreign seed on the ground that the seed merely buncos the buyer and that it will not give satisfaction—hence they refuse to be a party to any such deal.

The Red Clover supply, according to Milwaukee seedsmen, is exceedingly scarce. With prices ruling mostly \$6 to \$8 higher than last year, the supply of the seed is so low in comparison with the demand, that there is not enough to supply the trade, one seedsmen declares. The demand for Timothy seed in the Milwaukee market has been unexpectedly good. This year the trade seems to want more of the Timothy seed than usual, largely because of the attractive low prices.

The seed corn market is ruling very high, according to the Milwaukee dealers, but they predict in some cases, that it will go still higher when the real buying season opens up and the farmers find out how low the germinating tests of their seed corn are. The market for seed corn ranges all the way from \$2 a bushel for the western seed corn to \$6 for the Wisconsin grown.

Seed corn tests by local handlers indicate most of the corn germinates better than 90 per cent. In other seasons, however, the dealers reported corn testing 98 per cent or even higher.

One of the surprises of the season is the relative large supply of Alfalfa seed, according to leading Milwaukee seedsmen. The market for Alfalfa is actually a dollar or so lower than a year ago, despite the soaring prices in most other classes of seeds. Local dealers are carrying mostly the Montana, Idaho, Kansas and Dakota Alfalfa seeds. The trade shows market favor however, for the northern grown seeds coming mainly from Montana and the Dakotas.

Sweet Clover is also selling very well in the Milwaukee market. This is one of the distinctly popular kinds of seeds in recent years, the seed dealers state, so that the demand for it is sure to be large. The White Clover market is dead, the Milwaukee seedsmen say. They state that trade is barely nominal now since most of the buying usually comes much later in the season—in June and May. However, predictions are made that the call for this seed will no doubt be good when the time comes for the big trading period.

Wisconsin farmers have sold more than \$1,000,000 worth of seeds this winter, according to Prof. R. A. Moore, secretary of the Wisconsin Experiment Association. He points out that the members of the experiment association listed officially \$607,000 worth of seeds, largely, corn, barley and oats and practically all of this listed seed has been sold. Prof. Moore also estimates that at least that much more has been sold to wholesale companies, so that the total trade is thus well in excess of \$1,000,000.

To illustrate the wide demand for Wisconsin
(Continued on Page 636)



MINNESOTA AND WISCONSIN

Arvid Lundin now owns the John Kater Elevator at Pine River, Minn.

A coal shed is being built at Audubon, Minn., for the Monarch Elevator Company.

The Farmers Elevator at Middle River, Minn., is to be under the management of C. L. Swanson.

The Walstad Elevator at Sacred Heart, Minn., has been repaired and new machinery installed.

A head drive and Fairbanks Motor have been installed by the Farmers Elevator Company of Fosston, Minn.

Henry Nelson of Summit, N. D., has bought the elevator of P. E. Larson at Marietta, Minn. He takes charge June 1.

Enlarging is now being done to the elevator of the Knowles Produce Trading Company of Knowles, Wis. A. Sterr is manager.

The Farmers Elevator Company at Steen, Minn., has been bought by W. H. Funk who will operate as the Steen Grain Company.

A new warehouse is to be built at Hartford, Wis., for Laubenstein & Portz to take the place of the old elevator which is being dismantled.

An addition is to be built to the warehouse of the Farmers Equity Market & Supply Company at Plymouth, Wis. It will be used as an elevator.

The Farmers Co-operative Elevator Company of Holloway, Minn., will build a new elevator replacing the one which burned. The building will cost \$10,000.

The Weyauwega Milling Company of Weyauwega, Wis., which already has a 35,000-bushel elevator at Weyauwega is planning the erection of a 40,000-bushel house.

The contract has been let by the Farmers Elevator Company of Wanamingo, Minn., for the erection of a feed mill building, fireproof, to be equipped with modern machinery.

A contract has been let by the C. L. Seger Grain Company of Jackson, Minn., to erect a building to contain stock room and office. The new building will be completed June 1.

Thomas Hughes has sold his interest in the Beltrami Elevator & Milling Company at Bemidji, Minn., and started in the jobbing business as Hughes & Co. He was for 19 years connected with the other firm.

The improvement which the Froedtert Grain & Maltng Company is to make to its elevator at Minneapolis, Minn., will include an overhead Fairbanks-Morse Scale, which calls for a housing 48 feet high over the entire working house.

Articles of incorporation have been filed for the Center Valley Co-operative Warehouse Association of Center Valley (Black Creek p. o.), Wis., capitalized at \$15,000. The company is composed of Fred Fiestedt, William Wichman, Sr., Gus Schroeder, William Defferding, and George Weihing and will deal in farm products, etc.

WESTERN

The capital stock of the Grass Valley Elevator Company of Grass Valley, Ore., has been increased from \$30,000 to \$50,000.

The elevator of the Summit Grain Company of Denver at Arapahoe, Colo., has been closed until the movement of the new crop.

Robert Hunt is superintendent of the Hanford Street Elevator at Seattle, Wash. He was formerly in charge of the Municipal Elevator at Astoria.

W. L. Sackett has been transferred from the Niwot property of the Farmers Milling & Elevator Company to the mill at Lafayette, Colo. He has been with the company for eight years.

Bids were opened on April 12 by the Port Commission of Seattle, Wash., for enlarging the Hanford Street Grain Elevator to 1,500,000 bushels' capacity. The improvements will cost in the neighborhood of \$400,000.

The Michaud Warehouse & Grain Company has been incorporated at Pocatello, Idaho, to construct or purchase elevators for the storage of grain. The capital stock is \$25,000. J. Paul Evans, E. H. Davis, Ray Lindley, W. J. Hubbard and F. M. Bistline are interested.

Bruce Holbrook has sold his interest in the Skagit Commission Company at Sedro Woolley,

Wash., to W. E. Ropes, proprietor of the Ropes Transfer Company. Mr. Ropes will become a partner of C. J. White and they will operate as White & Ropes. The new firm will handle the fuel and transfer business of the Ropes company and the grain, hay and feed business of the Skagit Commission Company.

The Snell Grain Company has been incorporated at Stratton, Colo., and has bought the elevators of the Snell Mill & Grain Company at Vona and Arriba, Colo., and the Flagler Grain & Elevator Company's elevator at Flagler. The headquarters of the Snell Mill & Grain Company were formerly at Clay Center, Kan. Its plant there was recently sold.

EASTERN

The Rutland Elevator at Ogdensburg, N. Y., has been leased to the Cargill Grain Company. This went into effect April 15.

C. P. Smith has bought out the Scott Grain Company of Haverhill, Mass. It is operating one of the oldest grain mills in the state.

Charles W. Sollenberger has sold the elevator of the Fayetteville Feed & Grain Company at Fayetteville, Pa., to Jacob Hereter of Gettysburg.

George Robinson's grain and feed store at South Montrose, Pa., has been bought by Searle Lake who has for some time been conducting a feed store there.

Leon A. Marson of Taunton, Mass., has bought the B. B. Hill Grain Company at Boothbay Harbor, Maine. Mr. Marson will personally manage the business.

The feed mill and business of the Hammond Elevator Company of Corry, Pa., have been bought by the Union Products Company. It expects to erect a new office building and warehouse on the property.

The four-story business block which the Eastern Grain Company has occupied at Bangor, Maine, for several years, has been bought by the company. The company has branches at Portland, Old Town, South Brewer, Pittsfield, and Corinna, Maine. H. O. Phillips of Portland is president.

The Utica Elevator & Supply Company located at Utica, N. Y., has been taken over by the Warsaw Elevator Company. The Utica company has been operating there for seven years under the ownership of Charles Holdridge. Under the consolidation, Mr. Holdridge will become superintendent of repairs and inspections. The Warsaw Elevator Company has offices at Baltimore, Buffalo, Philadelphia, Rochester, New York, Springfield, Mass., and Wilkes Barre, Pa., and has been in business for 40 years. The Utica office is under the management of A. De Lamarter.

IOWA

A new warehouse has been built at Luana, Iowa, for the Farmers Co-operative Company.

The Farmers Elevator Company which has been operating at Woden, Iowa, is to be reorganized.

A new elevator has been erected at Cedar Rapids, Iowa, for the Cedar Rapids Food Products Company.

Raymond Mikkles has resigned his position with the River Sioux Farmers Elevator at Little Sioux, Iowa.

Walter Goos is manager now of the Beaman Elevator Company of Beaman, Iowa. He succeeds W. F. Weir.

The grain elevator at Varina, Iowa, has been bought by W. G. Daugherty who sold his business at Rio, Ill.

The plant of the Farmers Elevator Company at Minburn, Iowa, has been equipped with a new electric motor.

Walter J. Green succeeds John J. Lawler as manager of the Farmers Elevator & Supply Company of Langdon, Iowa.

The Victoria Elevator Company has bought the property of the Merchants Elevator Company at Davenport, Iowa.

The Farmers Supply Company of Ladora, Iowa, has been reincorporated for a term of 20 years. The company has recently remodeled its elevator. J. P. Tyler is secretary of the firm.

G. L. Benschoter succeeds W. J. Coen as manager of the Farmers Co-operative Company at Emmets-

burg, Iowa. He was formerly manager of the Farmers Co-operative Grain Company located at Marne, Iowa.

A hydraulic grain dump is to be installed for the Farmers Grain Company at Sheldahl, Iowa, replacing its old dump.

Bundy & Garst of Indianola, Iowa, has been dissolved by mutual consent. Mr. Garst is taking over the interest of Mr. Bundy.

A 10-horsepower motor has been installed in the elevator of the Farmers Elevator Company at Clare, Iowa. J. J. Delamore is manager.

Repairs have been made to the elevator of the Farmers Elevator Company at Buffalo Center, Iowa, and the erection of a warehouse started.

The Farmers Elevator Company of Kennedy, Iowa, has made an assignment for its creditors. H. S. Fleagle of Des Moines has been named assignee for the firm.

The West Union Co-operative Commission Company of West Union, Iowa, is making plans for enlarging or rebuilding its present elevator to give it more room.

Work has been completed on the new elevator of James McKee & Son at Conesville, Iowa. It is operated by electricity. The new house replaces the one which burned.

SOUTHERN AND SOUTHWESTERN

A grain elevator is to be built at Slaton, Texas, this year.

Another elevator of 50,000 bushels' capacity is being built at Alva, Okla., for the W. B. Johnston Grain Company.

The elevator of the Chickasaw Elevator Company at Blanchard, Okla., the only elevator in town, has been closed.

The elevator of the Farmers Elevator Company at Meno, Okla., has been ironclad and lightning protection added.

W. M. Hansard replaces Clifton Cunningham with the Mena Grain Company which conducts a grain business at Mena, Ark.

The property of the Black Grain Company at North Enid (p. o. Enid), Okla., is to be remodeled and new equipment added.

The Marshall Grain Company of Floydada, Texas, is planning to rebuild its elevator on the site of the grain elevator which burned.

The contract has been let by the Austin Mill & Grain Company of Brownwood, Texas, for the erection of a 160,000-bushel elevator.

A two-story brick building is to be built at Drumright, Okla., by Ollie Saffe in which will be conducted a grain, flour and feed business.

A. M. Benbrook, Louis Zahn and C. E. Sharp have incorporated at Fargo, Okla., as the Farmers Grain & Lumber Company. It capital stock amounts to \$50,000.

The Nashville Warehouse & Elevator Corporation of Nashville, Tenn., has made plans for the erection of a \$200,000 grain elevator replacing the one which burned.

Laura S. Cox, T. E. Arnold and Fannie Arnold have incorporated at Muleshoe, Texas, as the Muleshoe Elevator, Inc. The capital stock of the firm is \$10,000.

The elevator of the Chickasha Milling Company of Chickasha, Okla., has been bought by Linton Grain Company. Ned H. Goldsmith will be actively associated in the management of the business.

To conduct a grain business, the Moore Grain & Milling Company has been incorporated at Moore, Texas, capitalized at \$40,000. The incorporators include J. M. Sorrell, R. L. Connelly and W. E. Sorrell.

Construction work was started on March 29 on the new \$200,000 grain elevator of the Ballard & Ballard company at Louisville, Ky. The tanks, 24 in number, will have a total capacity of 1,000,000 bushels.

The interest of Jim Tatum in the grain, cotton and feed business at Sentinel, Okla., has been bought by his partner, Ernest Corbin. The grain elevator at Carter which they owned is included in the deal.

The Burrell Engineering & Construction Company reports that the 130,000-bushel headhouse be-

ing erected by it for the Ardmore Milling Company at Ardmore, Okla., has progressed to the roof and installation of sheet metal part and machinery will be completed within 30 days.

A 20,000-bushel frame, ironclad elevator is to be built at Pullman (Amarillo p. o.), Texas, for the Kearns Grain Company. It will be equipped with engine power, dump scale, automatic scale and high speed elevator leg.

The McDonald Grain Company of Temple, Okla., has recently covered its elevator with iron, installed a 15-horsepower Fairbanks Morse Motor and enlarged warehouse. It will install a new truck scale and also a new truck dump.

A. N. Henson has bought the elevator at Lampkin, near Enid, Okla., owned by the Enid Milling Company. Mr. Henson is owner of the Henson Coal & Feed Company and will operate the elevator in connection with his feed business.

The Reed Grain & Milling Company has been incorporated at Charlestown, W. Va., by Eddy B. Reed, K. P. Puryear and others. The company will conduct a retail and wholesale business in grain, feed, flour, etc. Its capital stock is \$25,000.

On April 7 bids were opened by the Port Commission of Houston, Texas, for a 421-foot extension to the grain elevator carrier house to cost \$150,000. The addition will double facilities at the elevator, increasing its loading capacity from 50,000 bushels per hour to 100,000 bushels.

A 500,000-bushel addition is to be added to the elevator of the Southwest Terminal Elevator Company of Enid, Okla. The capacity of the plant will be more than 1,000,000 bushels when the addition is ready. It will be completed by June 1. The original structure was finished in September.

The contract has been let by the Acme Milling Company of Oklahoma City, Okla., for the erection of an addition to its grain storage. The work is being done by the Jones-Hettelsater Construction Company. The addition will consist of four tanks and five interstice bins with total capacity of 110,000 bushels.

The contract has been let by the Perryton Equity Exchange for the erection of a 18,000-bushel elevator at Twichell (Perryton p. o.), Texas. It will be of studded ironclad construction replacing the one which burned. Its equipment will include wagon scales, 10-horsepower engine, truck dump, high capacity elevator leg and automatic scales.

THE DAKOTAS

The plant of the Dickinson Grain Company at Tioga, N. D., is being electrified.

A new cleaner is to be installed this spring at Bantary, N. D., for the Aetna Grain Company.

Lightning protection has been added to the plant of the Farmers Elevator Company of Alexandria, S. D.

Bert Northrup will be manager of the elevator of the St. Anthony Elevator Company at Finley, N. D.

The elevator of the Farmers Exchange at Lowry, S. D., has been provided with adequate lightning protection.

New machinery is being installed by the La Moure Grain & Fuel Company which is located at La Moure, N. D.

The Farmers Elevator Company operating at Dodge, N. D., has equipped its plant with Fairbanks-Morse Motors.

A modern elevator, to handle seed and feed, has been built at Minot, N. D., for the Walker-Christensen Company.

The Victoria Elevator at Selz, N. D., has been bought by Paul Lindeman. He is now operating his new elevator.

A boot tank is to be installed and general repairs made to the elevator of the Farmers Elevator Company at Conde, S. D.

Two direct head drives have been installed on the legs of the elevator of the Glenham Equity Exchange of Glenham, S. D.

Overhauling is to be done to the elevator of the Farmers Equity Elevator Company at Sterling, N. D. S. B. Drystad is manager.

The elevator of T. C. Wildish at Elsberry (Rock Lake p. o.), N. D., is being repaired and the office and engine room destroyed by fire are being rebuilt.

The contract has been let by the Tenney Elevator Company of Cartwright, N. D., for the erection of a new office building and dwelling and repair of the elevator which was damaged by fire.

The Freeborn Elevator Company of McVie, N. D., is to rebuild its elevator which burned. A feed grinder and cleaning machinery is to be installed and the property will hereafter be operated by electricity.

The contract has been let by the Farmers Elevator Company of Landa, N. D., for the erection of a 40,000-bushel elevator. The elevator will have two legs, be ironclad, and equipped with a 10-ton Fair-

banks Receiving Scale with dump. The power will be furnished by a 25-horsepower engine. Two old elevators will be wrecked to make room for this new elevator and work will be started at once.

The Tuttle Farmers Elevator Company has bought the property of the Tuttle Farmers Oil Company at Tuttle, N. D. The elevator company will continue to operate the old business in connection with its grain and fuel business.

A leg drive with a single phase motor has been installed by the Andrews Grain Company of Berlin, N. D. The motor is enclosed within a dust and fireproof enclosure with intake and outlet ventilator leading to the discharge vent on the outside of the building.

The contract has been let by the Farmers Elevator Company of Ambrose, N. D., for the erection of a 60,000-bushel elevator. It consists of 24 bins, and has three legs, grain cleaners, etc. Power will be furnished by Fairbanks-Morse Enclosed Type Motors of 57 horsepower. Air dumps, receiving scales, and a 2,000-bushel automatic scale will be part of the equipment. A large warehouse for sack products will also be built. There will be auxiliary engine power in the engine room which is of fireproof construction.

ILLINOIS

A. Zenor is now with the E. J. Feehery Grain Company of Princeton, Ill.

The Dunn Elevator at Bethany, Ill., has been bought by Ed Goetz of Bethany.

Smith & Hobart have equipped their elevator at Momence, Ill., with a new manlift.

A 10-horsepower electric motor has been installed in Asa G. White's elevator at Galva, Ill.

Tegge Bros. of Papineau, Ill., are installing a new cup belt in their 50,000-bushel elevator.

The elevator of the Peoples Grain & Lumber Company at Watseka, Ill., is to be sold.

The elevator of Wesley & Rising at Leverett, Ill., has been equipped with a grain conditioner.

Otis J. Bear of Kempton, Ill., has installed a 20-horsepower Fairbanks-Morse Motor in his elevator.

A new 10-ton auto truck scale has been installed by the E. W. Hopkins Grain Company of Princeton, Ill.

A 10-ton Fairbanks-Morse Auto Truck Scale has been installed by F. G. Lindner & Co., of Buda, Ill.

Earl Snell is succeeded as manager of the Farmers Elevator Company at Gilson, Ill., by John Hughes.

Cyrus Hester has resigned as manager of the Ridge Farm Co-operative Grain Company at Ridge Farm, Ill.

A new coal shed with capacity of 300 tons coal will be built at Pesotum, Ill., for the Pesotum Elevator Company.

The interior of the office of the elevator of the Buckley Farmers Grain Company at Buckley, Ill., has been remodeled.

Herman Nolte is now associated with the Farmers Elevator at Cropsey, Ill., in the position recently vacated by Lloyd Abbey.

R. N. Phillips has resigned as manager of the Trenton (Ill.) Co-operative Exchange and is now with the elevator at Carlyle, Ill.

A concrete driveway has been built to the elevator of the Prentice Farmers Elevator Company at Prentice, Ill., in charge of Carl Weakley.

A coal shed has been built for the Kewanee Farmers Co-operative Elevator Company at Kewanee, Ill. F. R. Martin is manager.

The Wataga Co-operative Company has taken over the property of the Farmers Elevator Company at Wataga, Ill., which has dissolved.

A coal shed with concrete floor has been built at Sheldon, Ill., for the Sheldon Co-operative Elevator Company. J. D. Worsham is manager.

A new coal shed has been built at Bluff Springs, Ill., for the Bluff Springs Farmers Elevator Company of which F. H. Trussell is manager.

The driveway of the Lovington Grain Company at Lovington, Ill., has been overhauled. George L. Lindsay has been manager of the company for 18 years.

The Zimmerman Feed & Grain Company's new warehouse at Bloomington, Ill., is nearly completed. It is of wooden construction covered with sheet metal.

McCormick & McCormick have bought the Johnson Hicks Elevator at Altamont, Ill., formerly owned by Mr. Schumaker. The elevator is modernly equipped.

The elevator, corn cribs and coal shed at Midland City, Ill., have been bought from the Midland City Grain Company by H. D. Luckenbill of Kenney. The consideration was \$4,500. Mr. Luckenbill will conduct the grain business there.

To deal in agricultural, dairy and farm products and foodstuffs, the W. A. Elam Grain Company has

been incorporated at Vandalia, Ill. The capital stock is \$30,000. W. A. Elam, Jr., and Clyde Widger are interested. The company has bought the branch of the Valier-Spies Milling Company at Vandalia and also located at Mulberry Grove and Hagarstown.

The new elevator of the Farmers Elevator Company at New Berlin, Ill., has been completed replacing the one which burned. W. E. Munson is manager.

The Farmers Elevator Company of Franklin Grove, Ill., has been dissolved and Wm. Herbst has been made owner. He has been manager for several years.

The Elmore Elevator at Manchester, Ill., which burned is to be rebuilt. Mr. Elmore is planning to build a modern plant and have it ready for this season's crop.

Richard Potter has resigned his position with the Tallula Farmers Elevator Company at Tallula, Ill., and is traveling salesman for the St. Louis firm, the Alfocorn Feed Company.

The Farmers Elevator Company has built at Elwin, Ill., a 15,000-bushel oats storage which replaces the old structure which was torn down. The elevator driveway has also been repaired and remodeled.

The elevator of the Farmers Elevator Company at Roseville, Ill., has been covered with corrugated galvanized siding and a new feed storage building erected. Modern grinding equipment has been installed. A. W. Brown is manager.

The elevator of Paul Kuhn & Co., of Ashmore, Ill., has been bought by the Ashmore Co-operative Association which owns both elevators at Ashmore. The Kuhn elevator had capacity of 25,000 bushels. H. H. Wright is manager of the co-operative organization.

The property of the Johnson Grain & Supply Company at Urbana, Ill., formerly known as the Urbana Grain & Coal Company has been bought by F. C. Edwards, who formerly operated the elevator at Deers Station. The property includes a Midget-25-barrel mill, coal yards, feeds warehouse and stock.

INDIANA

Improvements have been made to the elevator and mill of J. M. Walker & Son located at Middletown, Ind.

A new Western Corn Sheller has been installed in the elevator of the Kennedy Bros., at Templeton, Ind.

Omer Brown is now in charge of the elevator at Raymond (Oxford p. o.), Ind. Mr. Clark has retired.

The Mexico Elevator & Livestock Company of Mexico, Ind., is planning to erect a new grain elevator.

The elevator of the Lagro Equity Exchange at Lagro, Ind., has been repaired and the office remodeled.

The Davis Grain Company on May 1 retires from the grain business at Williamsport, Ind. It will sell its elevator.

Lightning rods are to be installed on the elevator of the Montezuma Mill & Elevator Company of Montezuma, Ind.

A new eight-horsepower boiler has been installed in the plant of the Farmers Elevator Company at Remington, Ind.

Flour milling has been discontinued by Wm. F. Roepke, grain dealer of Greenfield, Ind. He handles grain and feeds.

New belting is to be put into the elevator of the Farmers Elevator Company at Monticello, Ind. Fred Roberts is manager.

A new corn sheller has been bought by the Lewisville Elevator Company of Lewisville, Ind., managed by V. O. Chance.

One of the elevators of the Farmers Elevator Company of Otterbein, Ind., managed by A. Nordwahl, is to be overhauled.

The elevator of the Rohm Bros., at Rockville, Ind., is being repaired and a shelling outfit, corn cracker and grinder installed.

The Boston Elevator at Centerville, Ind., has been bought by Art Curme and several improvements are being made to the business.

Repairs have been made on the elevator of Gengnagel & Son at Helmer, Ind. These include re-roofing and a new foundation.

Steam power is being discontinued by the Wolcottville Elevator Company at Wolcottville, Ind., and electric motors are being installed to replace the old power unit.

A new coal shed is being built for Charles Ray, grain dealer at Kouts, Ind. He is also building for a feed mill, and the new quarters will be ready for occupancy soon.

The new elevator of the A. B. Martin Grain Company at La Fontaine, Ind., which was built last fall is now being operated. It is a wood building

covered with galvanized corrugated siding and equipped with auto truck dump, automatic scale, feed mill and corn cracker.

The Home Grain Elevator Company, with elevators at South Milford and La Grange, Ind., is under the management of H. J. Schultz.

The waterpower mill and elevator at Metamora, Ind., of the Charles A. Riley Estate have been bought by Joseph Clark of Rushville.

The elevator of J. C. Jordan operated as the Midway Elevator Company at Colfax, Ind., has been bought by Lake & Reagan of Frankfort, Ind.

Earl Snyder succeeds John Downey as manager of the Farmers Grain Elevator at Wheatland, Ind. Mr. Downey has been appointed county highway superintendent.

The McCoy Elevator at Greensburg, Ind., has been bought by the Decatur County Farm Bureau Federation. They have operated it under lease since April, 1924.

Armenius Templeton has resigned his position as director of the Farmers Elevator Company at Mt. Vernon, Ind. Mrs. Esther Goebel has been appointed to take his place.

A new cement block warehouse has been built at Columbia City, Ind., for the Farmers Mill & Elevator Company and a new corn mill and mixer have been added to the equipment.

Mattix & Reveal of Rossville, Ind., have bought a Fairbanks-Morse 10-ton Auto Truck Scale, and a large hammer mill. The elevator plant has been wired throughout for electric light.

The Farmers Grain & Supply Company of Windfall, Ind., owned by Emery Smyser and Dennis Hankins will install electrical appliances for unloading coal and other commodities.

The elevator of Fred C. Murray & Co., at Ridgeville, Ind., has been bought by M. E. Snapp, who formerly owned an elevator at St. Marys, Ohio. Mr. Murray is retiring because of poor health.

The elevator of the Farmers Co-operative Company at Straughn, Ind., has been equipped with a 25-horsepower Fairbanks-Morse Gasoline Engine. It has also been equipped with electric lights.

The elevator of the Windfall Grain Company at Hemlock, Ind., has been bought by E. R. Montgomery. Mr. Montgomery has managed the elevator of the Urmston Grain Company at Summitville for a number of years.

Grain is being handled by Whiteman Bros. & Co. of Delphia, Ind., through the elevator which they recently completed. It is of wood construction with galvanized siding and is equipped with 10-ton Fairbanks-Morse Type Registering Beam, auto truck scale, automatic scale, sheller, grinder, dumps and cleaner.

MISSOURI, KANSAS AND NEBRASKA

The elevator at McGirk, Mo., has been remodeled. S. T. Macredie has sold his elevator at Clearwater, Kan., to Ray Senter.

The contract has been let for the erection of a new grain elevator at Marsland, Neb.

The G. E. Gano Grain Company of Bazine, Kan., has bought the Martin Cornelson Elevator.

James T. Stout has sold his Cambridge, Kan., elevator to Fred Jackson who is operating it.

Phil Goering is manager of the elevator of the Moundridge Milling Company at Elyria, Kan.

C. H. Shoup succeeds N. Schmidt as manager of the Producers Grain Company at Mexico, Mo.

C. A. Leach is manager of the Farmers Elevator at Otterville, Mo. He was formerly at Tipton.

The elevator business of the Farmers Co-operative Company at Touhy, Neb., has been discontinued.

A grain elevator is to be built at Neodesha, Kan., for R. P. Horney. He has bought a tract of land.

L. W. Eggert has resigned as manager of the Farmers Co-operative Union Elevator at Bloomfield, Neb.

Fred Hinkson succeeds the late Mr. Herzig as manager of the Robinson Elevator at Sylvan Grove, Kan.

The Kellogg Elevator at Madrid, Neb., is under the management M. Zimmer who succeeds Mr. Taylor.

Dean Floyd and Earl Depenbrink have bought the grain business and feed store of E. L. Park at Sedan, Kan.

W. R. Atherton is now manager of the Farmers Elevator at Langdon, Kan. He was formerly at Turon, Kan.

New concrete tanks of 200,000 bushels' capacity are to be built at Salina, Kan., for the Weber Milling Company.

The elevator and feed store of Philip Bauer, Sr., at Burdett, Kan., have been traded in by him for western land.

William Stevenson has bought the grain, feed manufacturing and jobbing business at New Hampton, Mo., operated by W. J. Ebersole. He will conduct it as the New Hampton Mill & Elevator Com-

pany. Additional feed machinery will be installed, but the company will not operate as a flour mill unit.

The plant of the Fairchild Feed & Elevator Company at Kingsley, Kan., is to be equipped with a new truck dump.

The elevator of Ed Klingberg at Osage City, Kan., has been sold to O. G. Hamn of Holton, Kan., who has taken possession.

Roscoe Gray has leased the Gregory Elevator at Lydon, Kan. He plans to install truck dump and overhaul the elevator.

R. E. Lauck is manager of the Macon (Mo.) Elevator. Charles Burkhardt, former manager, retired because of poor health.

The Scouler-Bishop Elevator at Lovewell, Kan., is under the management of Roy Davidson. He succeeds Walter Jennings.

The elevator of the Nye-Jenks Grain Company at Garrison, Neb., has been bought by the Farmers Co-operative Grain Company.

The Farmers Grain, Lumber & Coal Company of Beatrice, Neb., is to sell out. A new farmers company is being organized there.

Under L. N. Elson the Farmers Elevator Company has opened for business at Curtis, Neb., after having been closed for some time.

Two grain elevators at Neola, Kan., have been bought by Ben Raines of Turon, Kan. Charles Jones has leased the Raines Elevator for a year.

James H. and Edith Crumb have bought the Farmers & Merchants Elevator Company at Lebanon, Mo., and the building will be converted into a garage.

Capitalized at \$25,000, the Farmers Elevator Company has been incorporated at Sidney, Neb. The incorporators are Fred Reker, N. W. Olson and S. Armuth.

J. M. Hammond is president of the Lincoln Grain Exchange, Lincoln, Neb. Lee Wilsey is vice-president and W. S. Whitten was re-elected secretary-treasurer.

Plans are being considered by the Blair Elevator Corporation of Atchison, Kan., for rebuilding the headhouse which was burned. It will be of concrete construction.

The elevator of the Derby Grain Company of Mayberry, Neb., is to be closed for a time and repaired preparatory to reopening for business when the crop comes in.

The elevator of the Malcolm Grain Company at Malcolm, Neb., has been bought by F. S. Davey of Lincoln. He will take charge of the elevator within a short time.

The property of the Koehler-Twidale Elevator Company at Cowles, Neb., has changed hands and will be known as the McCoy Grain Company with A. R. McCoy, manager.

Pete Keist succeeds George Neuforth as manager of the Farmers Elevator at Heizer, Kan. Mr. Keist was formerly manager of the Pawnee County Co-operative Company of Earle, Kan.

L. W. Eggert has resigned as manager of the Farmers Co-operative Union Elevator at Bloomfield, Neb., and is manager of the Weller Bros. Lumber Company at Newman's Grove, Neb.

Fritz Matthiesen is now owner of the elevator and other property of the Farmers Co-operative Union at Blair, Neb. For the time being at least, C. M. Christensen will continue as manager of the property.

The contract has been let by the Morrow-Kidder Milling Company of Carthage, Mo., for the erection of additional concrete grain storage to increase the capacity from 30,000 to 125,000 bushels. Work will be completed by July 1.

A large concrete elevator is to be built at Clay Center, Kan., for the Shellabarger Mill & Elevator Company which recently bought the property of the Snell Milling Company. It will consist of six tanks and 14 bins. They will have a capacity of 100,000 bushels.

The Collingwood Grain Company of Hutchinson, Kan., has let the contract for the erection of a 100,000-bushel concrete elevator at a side track five miles from Plains, Kan. The contract has been let to the Jones-Hettelsater Construction Company of Kansas City, Mo.

The contract has been let by the New Era Milling Company for the erection of a 16,000-bushel elevator, ironclad, at Drury (Caldwell p. o.), Kan. The elevator will be equipped with electric power, truck dump and 10-ton truck scales. Plans also include a flour and feed warehouse.

The Hunter Milling Company of Wellington, Kan., has bought the 650-barrel mill and 350,000-bushel elevator of the Wellington Milling & Elevator Company, at Wellington, Kan. With this addition, the Hunter company will have a total milling capacity of 2,000 barrels and a wheat storage capacity of 800,000 bushels.

The contracts have been let by the Wm. Kelly Milling Company of Hutchinson, Kan., to the Jones-

Hettelsater Construction Company for the erection of an additional grain storage unit of 250,000 bushels. The new house will be completed before the new crop wheat movement. The two Kelly mills will have a grain storage close to 1,000,000 bushels.

OHIO AND MICHIGAN

The Bad Axe Grain Company will rebuild its grain elevator at Port Austin, Mich., which burned.

The elevator of the Clover Leaf Grain Company at Pleasant Bend, Ohio, has been bought by the Okalona Grain Company.

The elevator at Perrinton, Mich., formerly operated under the name of the Perrinton Elevator Company is to be reopened for business.

The J. V. Dirk Elevator at Weston, Ohio, has been bought by the Rural Grain Elevator Company. G. A. Lerdier will manage both elevators.

The elevator at Mt. Cory, Ohio, has been bought by A. J. Hosler who will operate it independently. This was formerly operated by J. A. Mayne.

O. A. Baker is manager of the Farmers Elevator Company of Houston, Ohio, succeeding W. H. Moyer. Modern feed grinding machinery is being installed.

A new two-story office has been built at Olmsted Falls, Ohio, for the Farmers Elevator Company and the old office is being used for storing feed and seed.

The Grover Hill Milling Company has sold its elevator at Grover Hill, Ohio, to Harvey Eikenbary of the Haviland Grain Company. It is retaining the retail trade.

The Novi (Mich.) Elevator of A. L. Hill has been bought by Harrison Johnson and Leo Gildemeister of Farmington. They take possession April 18. John Walters will be superintendent of the plant.

The interest of B. T. Craig in the Walper & Craig grain business at Britton, Mich., has been sold by him to J. J. Walper. Mr. Craig has been manager of the plant for seven years and is retiring now because of ill health.

Another large grain tank with capacity of 700,000 bushels is to be built for the Cleveland Grain & Milling Company at Mansfield, Ohio, at a cost of \$50,000. It will be of concrete construction similar to the company's 16 now in use.

The Zeisler Grain Company of Lucasville, Ohio, has changed its name to the Stevens Grain & Milling Company. J. S. Stevens is president; J. S. Stevens, Jr., vice-president and general manager and William Zeisler, secretary and treasurer.

CANADA

The Terminal Elevator at Halifax, N. S., is to be enlarged soon.

The elevator at MacLeod, Alta., which burned, is to be rebuilt by the Midland Company.

Construction work has been started on the erection of 1,000,000 bushels' additional capacity to the Burrard Elevator at Vancouver, B. C. This is also known as Government Elevator No. 3 and is under lease to the United Grain Growers who own and operate 200 elevators in Alberta and a large number in Saskatchewan. Storage bins, new shipping legs, conveyors and loading out machinery will be added to the elevator. With the completion of the addition, the capacity of the elevator will be 1,650,000 bushels.

The No. 1 Government Elevator at Vancouver, B. C., has been leased for 20 years to the Stewart Syndicate subject to revision every five years and the Wheat Pool gets No. 2 Elevator for one year with renewal clause for four years. The Stewart interests own 235 elevators under the name of the Alberta Pacific Grain Company and embrace other firms such as the Bawlf, the British American, Brooks, Federal Grain Company, Fraser, Gillespie, Home Grain Company, Independent, James Richardson, Ltd., James Stewart Grain Company, Liberty Grain, Maple Leaf Mills, Ltd., Beaver Grain Company, National Grain Company, Northern Grain Company, North Star Elevator Company, Pioneer Company, Saskatchewan Elevator Company, Searle Grain Company, Topper Grain Company. In all it controls over 600 elevators in Alberta with a large number in western Saskatchewan.

OBITUARY

ALEXANDER.—Charles H. Alexander died at Dallas, Texas. He was in the wholesale grain and hay business at one time.

BAILEY.—Earl W. Bailey died at Buffalo, N. Y. He was interested in the firm of Cutter & Bailey, grain and feed dealers.

BRAYTON.—Charles T. Brayton died on March 26. He was New York partner of the firm of Stein, Alstrin & Co., of Chicago, Ill.

COX.—Charles H. Cox died on March 14. He was formerly operator of a grain elevator at Haverhill.

Mass., and for a number of years was a member of the Boston Chamber of Commerce.

CHAPMAN.—L. L. D. Chapman died recently at Toledo, Ohio, where he had been a member of the Produce Exchange for 15 years.

DONELSON.—L. R. Donelson died aged 71 years. He was a grain and flour broker at Memphis, Tenn., and was formerly in the milling business. At one time he had been president of the Merchants Exchange.

DUFENDACH.—Henry Dufendach on March 14 died aged 85 years. He was head of the Dufendach Hardware Company, farm and garden seed dealers at Huntingburg, Ind.

EDWARDS.—John Edwards died from pneumonia. He was an employe of the Rock Island Elevator at Kansas City, Mo., for the Simonds-Shields-Lonsdale Grain Company.

EVANS.—Scott F. Evans died at New York City. He was formerly a prominent mill and elevator contracting engineer at Minneapolis.

GASS.—Ezra Gass died from heart disease. He was formerly with the Farmers Co-operative Company at Salt Springs, Okla.

GREENAWAY.—George Greenaway died aged 70 years at Fowlerville, Mich. He conducted a grain buying and elevator business for years, retiring a few years ago because of ill health. His widow survives him.

HARDEMAN.—T. B. Hardeman died on March 30 at Oklahoma City, Okla. He was founder and president of the Hardeman-King Grain Company and was 68 years old.

HURD.—George L. Hurd died recently. He was a veteran hay and grain dealer at Providence, R. I. He went into the grain business 35 years ago in partnership with his brother, Edwin J., forming the firm of Hurd Bros. This was sold out three years ago. He is survived by his widow and one daughter.

HYDE.—C. E. Hyde, formerly in the grain business at Little Falls, Minn., and connected with Cawley & Hyde about 20 years, died at his home in Webster, S. D., on March 3. He entered the milling business at Lanesboro, Minn., in 1874 and was identified with that industry for more than 40 years. He retired in 1923. His widow and four children survive him.

KNUDTSON.—Charles Knudtson of Reading, Minn., died on March 5, aged 48 years. He was formerly in the grain business at Spirit Lake, Iowa, and Reading, Minn. His widow and eight children survive him.

KRUEGER.—George Krueger, owner of the elevator at Westbrook, Minn., was killed in an accident in the elevator.

LEWIS.—Fred N. Lewis, head of the Lewis Implement & Seed Company of Louisville, Ky., died on March 21. He had been in the seed business for more than 60 years. His son and a brother survive him.

MANN.—Elmer Mann died from injuries received while at work in the Farmers Elevator at Page, N. D., in which he had been employed for three years. His widow and one child survive him.

MCDONALD.—John McDonald died recently at Washington, C. H., Ohio. He was a veteran grain dealer there.

McMILLAN.—John C. McMillan, a retail seed dealer of Atlanta, Ga., and for a number of years with the Letton Seed Company, died recently at his home there.

MITCHELL.—William C. Mitchell died aged 63 years at Duluth, Minn. He was a well known grain man, president of the W. C. Mitchell & Co. He at one time was president of the Duluth Board of Trade.

MIULENBURG.—D. D. Miulenburg, manager of the Farmers Union Elevator Company at Hurley, S. D., died from pneumonia.

O'NEILL.—E. Earl O'Neill died recently aged 53 years. He was a veteran member of the Chicago Board of Trade and at the time of his death was connected with the Jackson Bros.

PARDEE.—Donald W. Pardee died from heart trouble at his home at Eagle, Wis. He was a grain and stock dealer there. His widow and one daughter survive him.

PETERSON.—Julius Peterson died recently. He was founder and for years president of the Julius Peterson Seed Company of St. Louis and a member of the St. Louis Merchants Exchange for over 40 years.

SCHRODER.—Fred Schroder died on February 18. He was manager of the Farmers Elevator Company at Minier, Ill.

SELLERS.—James S. Sellers died aged 84 years. He was for years proprietor of the Big Four Grain Elevator at Crawfordville, Ind.

SMITH.—George W. Smith, manager of the Farmers Elevator at Pawnee Rock, Kan., died at Hutchinson, Kan., recently.

SMITH.—Forrest Starr Smith, of the grain and

hay firm of Hosmer-Robinson & Co., Boston, Mass., died on March 14. He was a prominent member of the Boston Grain & Flour Exchange and of the Boston Chamber of Commerce.

SWAN.—G. A. Swan died from influenza. He was for 30 years in the elevator and grain trade in the Northwest with headquarters at Minneapolis, Minn.

THOMAS.—Homer S. Thomas died at Los Angeles, Calif. He was formerly in the grain business at Green Mountain, Iowa, and sold out in 1906.

TENNANT.—R. C. Tennant died on April 4 at Lake City, Minn. He was president of the Tennant & Hoyt Company, operating a mill and elevator at Lake City.

HAY, STRAW AND FEED

Stubblefield & Rogers, grain and supplies, are located at McLean, Ill., not Atlanta.

A hammer mill has been installed by the Blockton Elevator Company of Blockton, Iowa.

Mosher & Grow, Inc., have bought the business of the Adams Feed Company of Adams, N. Y.

The J. T. Braly Grain Company has equipped its property at Kingman, Kan., with a feed mixer.

A new hammer mill has been installed by the Farmers Elevator Company of Florence, S. D.

The Wyoming Feed & Seed Company has been established at Wyoming, Minn., by W. T. Kempf.

The feed store and grist mill at Carrollton, Miss., of Burrell Watts has been bought by Angus Rosamond.

The T. C. Ware Hay Company at Fredonia, Kan., has been taken over by the W. J. Small Hay Company.

The feed and coal store of John Powell at Fountain City, Ind., has been bought by Roy Roberts.

A new feed mill is to be installed for the Tolna Grain Company of Tolna, N. D. Peter Knapp is manager.

Feed grinding and mixing equipment has been installed by Webber & Motz of Sodas Center, N. Y., feed dealers.

The Los Banos Lumber & Supply Company has bought the feed business of W. M. Munson at Los Banos, Calif.

A new corn cutter has been installed by Smock & Caca of Noblesville, Ind., to be used in making prepared feeds.

The Maxwell (Ind.) Grain Company is expecting to buy a new mill for custom grinding. G. B. McBane is manager.

A \$9,000 warehouse is being built at Burlington, Wis., for Walter F. Uebele, owner of the Burlington Feed Company.

The Andrews Grocery & Feed House has recently been opened for business at Dunn, N. C. J. A. Andrews is manager.

A feed and supply store has been opened at Griswold, Iowa, for R. F. Kralik and F. F. Krisinger, recently of Creston.

A partnership interest in the Strathmore Feed & Fuel Company of Strathmore, Calif., has been bought by L. C. Morton.

A feed mixer has been bought by the Milford Grain & Milling Company of Milford, Ind., operated by George Felkner.

A full line of flour, feed and salt has been added by the Gilbert Grain Company of Ames, Iowa. E. E. Peterson is manager.

Business is now being conducted at Galesburg, Ill., for the Acme Fuel & Feed Company and a complete line of feeds is now carried.

Thomas Martin has bought the George Smith Feed Business at Monticello, Ill., and will handle all kinds of stock and poultry feeds.

A mill for grinding all kinds of grain has been installed by the Huntsville Elevator Company of Huntsville, Mo. Roy Meyer is manager.

The feed and coal business of M. G. Calvin at Tina, Mo., has been leased from him by the Henderson Produce Company of Laclede, Mo.

The feed and poultry business of George Totman of North Kansas City, Mo., has been sold to Leonard Kushel of the Farmers Feed & Poultry Company.

The feed business of H. Langer at Stratford, Wis., has been sold by him to the Farmers Co-operative Produce Company. He plans to re-enter the feed business.

A plant for manufacturing poultry feeds has been installed by the Pacific Seed House of Salt Lake City, Utah, a subsidiary of the Colorado Mill

TROKE.—Carl Troke died following an injury received while in the plant of the Winona Malt & Grain Company of Winona, Minn., in which he was employed. His widow and three children survive him.

WALTER.—John J. Walter died at New Albany, Ind. He was an old seed dealer of New Albany and Lanesville, Ind. He retired a few years ago. He was 90 years old.

WENDEROTH.—Fred G. Wenderoth died from apoplexy. He was 67 years old and president of the Wenderoth Grain Company of Muskogee, Okla. He had been in the hay and grain business for 40 years, first at Ft. Smith, Ark., and then at Muskogee. His widow and three sons survive him.

& Elevator Company. Paul V. Kelly is manager. F. C. Butler has moved from Denver to take charge of the plant.

Corn, hay and other products are now being handled by the Planters Gin Company, with offices at Cooter and Holland, Mo., at Steele, Mo.

The retail feed store of W. B. Davis at Princeton, Ky., has been bought by J. H. Watson who will operate as the Watson Coal & Feed Company.

A feed and seed store has been opened at Holdenville, Okla., by T. A. Vanderpool. He will carry a full line of stock and poultry feed and seeds.

The Goldberg Feed Company of Fargo, N. D., is to build a one-story brick building. It will be equipped with machinery for handling feed and grain.

The O. K. Hatchery & Feed Company has been incorporated at Broken Arrow, Okla., capitalized at \$20,000. P. W. Hayes, C. G. Dalton and D. M. Roberts are interested.

B. M. Baldwin, Mrs. M. T. Baldwin and Luther Yarbrough have incorporated at Ft. Stockton, Texas, as the Stockton Hay & Cotton Company. Its capital stock is \$10,000.

A retail and wholesale feed and grocery store has been opened at Live Oak, Fla., for the Ferrell Feed & Grocery Company of which E. D. Ferrell is general manager and principal owner.

The Ifield Wholesale Grocery Company has taken over the wholesale feed and grocery business of the Adamson Company at Raton, N. M. C. R. Adamson will serve as manager.

The feed store house of F. A. Finch & Co., at Hillsboro, Ind., has been repaired and a new galvanized roof put on. A 50-horsepower gasoline engine has been added to the equipment.

The Feeders Supply Company of Eldorado, Ark., has opened for business, specializing in dairy and poultry feeds. It is owned and operated by A. F. Leathers and D. N. Stewart of Eldorado.

The Auburn Feed Company at Auburn, Wash., has been taken over by the Mutual Feed Company, Inc. There will be no change in management. Clark E. Rathke is president and manager.

Capitalized at \$50,000, the Ed Toftey Company, Inc., has been incorporated at Grand Marais, Minn., to deal in hay, feed, etc., both wholesale and retail. Ed Toftey, M. E. Toftey, and others are interested.

A grocery and feedstuff business is to be conducted at Hattiesburg, Miss., by I. A. Stewart and W. L. Hemeter. The firm is planning the construction of a large warehouse in the near future.

The hay business of E. A. Dillenbeck at New York City has been given up following the illness of E. A. Dillenbeck, Jr. The senior Mr. Dillenbeck had been in business there for over 50 years and died last year.

Improvements are being made to the property of the Grandview Feed Store, Grandview, Wash. The company will manufacture and distribute feed under its own brands. Two large grain bins are also being installed.

The Newark Feed & Supply Store at Newark, Ohio, has been opened. B. H. Thomas, W. H. Myers and E. E. Thomas are interested. The company also operates the Outville Hay & Grain Company at Outville, Ohio.

The Valley Feed & Supply Company and the Alhambra Feed & Fuel Company of San Gabriel, Calif., have merged as Barlow & Dean, Inc., with capital stock of \$100,000. The main office and warehouse will be at San Gabriel.

The Pittsburg Produce Company has been organized at Pittsburg, Texas, by H. R. Howard, W. Stewart and Horace Hill. The company has installed modern machinery for the manufacture of millfeeds and began operations April 1.

FIELD SEEDS

(Continued from Page 631)

seeds, a radiogram order came from Germany asking for cold resistant Golden Glow corn for seed grown in this state. Another big sum of money was netted for the experiment association members in their sales of 200,000 bushels of fine seed corn, all inspected and labeled and tested free by the state. This branch of the seed trade alone brought in almost \$1,500,000, as most of this seed sold at \$7 a bushel. A great deal was shipped out of the state.

L. F. Graber, Wisconsin's Alfalfa specialist, says that every one who is going to use grass seed this year should buy it right away as the price of Red Clover is already at record heights. He points out

that many farmers who would like to seed with Red Clover will not be able to do so because the seed will not be available.

He declares that this should be a warning to all intending seed buyers to stock up quickly with what they need. Fortunately, he points out, there is plenty of Alfalfa seed, but the buyers who want the best quality even there can profit by filling their demands at once.

SEED ASSOCIATIONS PICK CONVENTION CITY

The American Seed Trade Association has announced that its 1927 convention will be held June 28, 29 and 30 at Detroit, Mich. The Book-Cadillac, Detroit's new hotel, will be the convention headquarters.

Preceding this meeting will be the annual convention of the Wholesale Grass Seed Dealers Association. This organization has also picked Detroit as its meeting place and the date June 27 and 28.

DUTCH ANALYST IN THIS COUNTRY

I. K. Leendertz, in charge of the purity laboratory at the Dutch Seed Testing Station at Wageningen, Holland, has come to this country for a period of two and one half months during which he will study methods of seed analysis with M. T. Munn at the New York State Seed Testing Laboratory at Geneva, N. Y.

He will, of course, visit nearby state seed laboratories but most of his time will be spent in the Geneva station in the actual work of making purity analysis and germination tests, looking for

ward to the final drafting of "Rules for Seed Testing" to be used upon seeds in international commerce.

Dr. W. J. Franck, director of the Dutch station, is chairman of the Research Committee of the International Association having to do with the formulation of the international rules.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

	March 1927	March 1926	July 1, 1926, to Mar. 31, 1927	July 1, 1925, to Mar. 31, 1926
	Pounds	Pounds	Pounds	Pounds
Alfalfa	917,700	1,805,600	\$4,205,400	\$3,530,200
Awnless brome grass	183,200	101,300	723,900	11,000
Canada bluegrass	1,343,300	1,705,400	3,397,800	9,558,100
Alsike clover	285,300	285,300	2,385,000	5,186,900
Crimson clover	1,730,600	4,464,400	\$9,278,600	\$18,518,300
Red clover	66,600	193,600	804,600	1,412,700
White clover	10,400	34,800	23,500	114,700
Clover mixtures	3,300	.....	16,200	13,000
Meadow fescue .....	.....	.....	.....	100
Grass mixtures .....	.....	30,000	.....	125,400
Foxtail millet .....	.....	.....	260,300	92,900
Orchard grass	491,300	518,600	5,691,600	5,705,800
Rape	82,400	89,900	1,033,900	2,113,700
English ryegrass	11,400	136,000	793,700	1,561,700
Italian ryegrass	12,600	.....	12,600	.....
Timothy	231,400	245,700	1,604,000	2,986,300
Hairy vetch	219,600	211,400	763,100	1,056,100
Spring vetch	10,800	.....	76,400	.....
Hungarian vetch .....	.....	.....	.....	.....

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

	29,500	56,300	443,700	309,300
Bentgrass	931,300	1,742,000	3,781,300	3,969,200
Biennial white-flowered sweet clover	9,700	15,800	142,400	222,800
Biennial yellow-flowered sweet clover .....	.....	.....	1,100	.....
Canary grass .....	.....	.....	.....	5,700
Carpet grass	800	1,300	10,200	34,100
Crested dog's-tail	30,800	.....	705,800	468,500
Chewings fescue	38,800	49,000	322,400	1,034,700
Other fescues	100	200	100	800
Meadow foxtail .....	.....	.....	.....	80,500
Molasses grass .....	.....	.....	.....	2,200
Hair grass	37,100	.....	1,000	17,100
Lawn grass mixtures	1,100	.....	3,300	.....
Redtop .....	.....	.....	.....	3,100
Rescue grass .....	.....	.....	.....	16,500
Rhodes grass	24,900	3,200	123,900	67,000
Rough-stalked meadow grass .....	.....	.....	.....	900
Sanfoin .....	.....	300	.....	300
Serradella	1,200	.....	500	1,900
Sweet vernal grass	500	300	1,100	400
Tall oat grass .....	.....	.....	9,800	8,200
Velvet grass	1,300	7,400	17,400	39,200
Wood meadow grass .....	.....	.....	.....	.....
Yarrow	1,900	.....	1,900	.....
Japanese millet .....	.....	.....	.....	.....

*All from Canada. †1,623,900 pounds from France, 103,500 pounds from European Russia, 1,200 pounds from New Zealand, 2,000 pounds from Canada. ‡336,900 lbs. from Holland, 150,100 pounds from Japan, 4,300 pounds from England.

‡296,600 pounds alfalfa seed to be permitted entry after staining—not included.

‡660,550 pounds red clover to be permitted entry after staining—not included.

COLDER WEATHER CHECKS NEW YORK SEED TRADE

By C. K. TRAFTON

As usual at this season, the market for seeds in the Metropolitan district was dominated almost wholly by climatic conditions during the month under review. Our last review had scarcely been written before reports of much better business began to come in, the more enthusiastic describing the field seed trade as practically up to normal. Later the grasses were designated in some quarters as the real leaders, the urgent call for Bluegrass, Redtop, White Clover, Chewing Fescue and Rhode Island Bent suggesting, of course, that manufacturers of lawn grass mixtures were also expecting an unusually early and brisk demand from ultimate users as a result of the remarkable weather.

Red Clover of domestic origin was still men-

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tioned as a leader in activity early in the month, and the price was gradually advanced until 46 cents was the general quotation for 100-pound lots, compared with 45 cents a month ago. At that time no improvement was noted in the demand for imported Clover which remained nominally 31 cents duty-paid. Certain holders, however, were convinced that the prospective entire exhaustion of domestic Clover supplies and a further widening of the price difference would ultimately lead to a better demand for the foreign goods. Holders consequently generally remained firm and before long this attitude was justified. Starting with the southern trade and gradually working northward, reports began to come in of a better demand for French seed and as a consequence the price was advanced to 31½ cents. This development naturally suggested that many buyers were balking at the big premium demand for American seed, which seemingly induced certain holders to lower the basis again to 45 cents. With the advent of colder weather and the resultant slackening in demand for both descriptions, the easiness became more marked and at this writing domestic seed is quoted at 44½ cents and imported at 30½ cents, or both showing a net loss of ½ cent for the month. Arrivals of foreign seed for the month were about 5760 bags, against about 5700 for the preceding month.

Alfalfa was slow throughout the month and, while persistent hopes of better things to come held the local spot basis for 100-pound lots nominally steady at 20¼ cents temporarily, the price later sagged to 20 cents.

White Clover, as noted above, was in good demand early in the month and with arrivals from abroad extremely light; the total for the month being only 385 bags against 540 in February, prices were well sustained. On the subsequent decline resulting from the less favorable weather the basis fell to 32 cents, or ½ cent lower than a month ago, but nevertheless, certain well-informed handlers express the opinion that this item is due for an advance. They point out that stocks of imported seed are very light as importers bought very little in the regular season, being convinced that the interior supply was ample and in some cases rather weakly held. Hence it is argued that dealers may discover that there is not enough to go around when the real "peak" of spring buying is reached.

INDIANA SEED NEWS

By W. B. CARLETON

During the last three weeks in March and the first week in April rains and floods along the lower Ohio River and tributaries interfered with the farmers' spring work and much of the spring planting has been delayed and retail seed dealers say the season will be unusually late this year. For the same reason the oats crop is unusually short and many farmers who had intended to sow oats, will plant other crops. Dealers in garden and farm seed were looking for a marked improvement in business with the coming of better weather conditions. Many of the southern Indiana farmers have refused to sow Clover this season for the reason that they regard the prices too high. It is expected the average acreage of corn will be planted in southern and central Indiana. Many of the southern Indiana farmers also are planning to plant more Alfalfa. Some of the Indiana fields of Alfalfa yielded as high as four cuttings last year.

The Interstate Commerce Commission has decided that rates on grain and seed products in carload shipments from Ohio and Mississippi River crossings and from Mt. Vernon, Ind., to Florence, Sheffield and Tusculumbia, Ala., were unreasonable and unduly prejudicial. The decision was a victory for the Chamber of Commerce at Florence, Ala., which

(Continued on Page 638)

Miscellaneous Notices

SCALE TICKETS and PRINTING AT LOW PRICES

Howe, Fairbanks or Richardson Registering Scale Tickets, with or without carbon duplicate. Letter Heads, Statements, Envelopes. Anything you want in the printing line.

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One six-bushel Fairbanks' Automatic Scale; one Rich Ring Grader, four cylinders; one power shovel, two scalping machines; one eight-foot flexible loading spout. FRANK B. HOAG GRAIN COMPANY, Waukesha, Wis.

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(Continued from Page 637)

filed the petition against the alleged exorbitant rates on the I. C., L. and N., N. C. and St. L. and the Southern Railroad Companies.

Charles Monroe, who for the past 19 years was connected with the Heldt Seed Company in Evansville is now in charge of the James M. Monroe Implement and Seed Store on West Second Street, Mt. Vernon, Ind. James M. Monroe turned the business over to his son and he and his wife probably will leave in a short time for California for an indefinite stay.

Henry Dufendach, 85 years old, head of the Dufendach Hardware Company, large handlers of farm and garden seeds at Huntingburg, Ind., died at his home in that city on March 14, death being due to neuralgia of the heart. He was interested in many of the leading industries of Huntingburg and is survived by several children. Mr. Dufendach was well known among the seed dealers of southern Indiana.

Bargain seed offered by samples by persons outside of the State of Indiana should be carefully examined by Indiana farmers, according to information given out by the Purdue University Agricultural Experiment Station seed laboratory. The

laboratory recently analyzed samples of Clover seed submitted to an Indiana dealer from Baltimore, Md., at a reduced price and found it full of noxious weed seed. One sample contained 39,000 noxious weed seed in a pound, among which were buckhorn, common plantain, field dodder, sorrel and curled dock. The second sample contained more than 50,000 noxious weed seeds to the pound, among which were buckhorn, Canada thistle, Curled dock, sorrel and field dodder. The seed laboratory has advised farmers that they should protect themselves by insisting that any seed they buy be properly labeled with Indiana state labels.

The J. A. McCarty Seed Company, of Evansville, has opened a branch at Dale, Ind., with Theodore Lubbehusen as manager. The branch store handles complete lines of field and garden seeds and spray materials.

Mont B. Gladish and Fred Malott have formed a partnership and have opened an implement and seed store in the Rodimel Building at Petersburg, Ind., a few miles north of here. They announce they will handle practically everything used on the farm.

John J. Walter, who for many years operated hardware and seed stores at New Albany, Ind., and

Lanesville, Ind., died a few days ago at his home in New Albany after a short illness. He was almost 90 years old and retired from business a few years ago, having sold his interests to Karl Fenger, of New Albany.

Gilbert Combs, who operates a seed and feed store at Bloomfield, Ind., reports the season in that section of the state a little late this year, but he is looking for a brisk trade a little later on in the summer.

Wholesale and retail seed dealers in Evansville are interested in the announcement that the Kelly river and rail terminals being built on the Ohio River here at the mouth of Pigeon Creek will be completed some time this year. Seed men say with the building of the terminals and the completion of the locks and dams on the lower Ohio River that more seeds and grain will be shipped by water from here to the South and Southwest than in days gone by. The new traffic outlet will open the way to increased business for seedsmen in that territory.

Charles C. Fuhrer, 86 years old, former resident of Mt. Vernon, Ind., well known to the grain, feed and seed trade in that section of the state, died on March 16 at Gardena, Calif., where he had resided for the past 12 years.

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McKenna & Dickey, com. merchants.*
Miller & Co., Albert, hay and produce.†
Norris Grain Co., grain merchants.*
Paynter, H. M., grain commission.
Pope & Eckhardt Co., grain and seeds.*
Quaker Oats Co., wheat, corn, oats, barley, rye.
Rosenbaum Grain Corporation, grain merchants.
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*

CINCINNATI, OHIO.

Early & Daniel Co., hay, grain, feed.*†
Scholl Grain Co., grain exclusively.

CLEVELAND, OHIO

Cleveland Grain & Milling Co., receivers and shippers.*†
Shepard, Clark & Co., receivers, shippers, grain, millfeed, buckwheat.*

*Members Grain Dealers' National Association.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*†

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Ady & Crowe Mercantile Co., grain, hay, beans.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DES MOINES, IOWA

Lockwood, Lee, grain brokerage.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Purcell Seed Co., wholesale seeds.

FORT DODGE, IOWA

Christensen, Geo., broker.

GREENVILLE, OHIO.

Grubbs Grain Co., E. A., wholesale grain, wheat, corn, oats.*

INDIANAPOLIS, IND.

Bingham Grain Co., receivers and shippers.*
Cleveland Grain & Milling Co., grain dealers.*
Kinney, H. E., Grain Co., grain, hay, feed.*†
Wallace Good Co., grain, stocks, cotton.

KANSAS CITY, MO.

Moore-Seaver Grain Co., corn and oats.*

LITTLE ROCK, ARK.

Farmer Company, E. L., grain and feed brokers.*

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

MILWAUKEE, WIS.

Kamm Co., P. C., grain merchants.*
Wisconsin Grain Elevators Co., consignments.

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*
Cargill Elevator Company, milling wheat.*

NASHVILLE, TENN.

Rose & Co., G. P., seeds and grain.

†Members National Hay Association.

PEORIA, ILL.

Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*

PHILADELPHIA, PA.

Rodgers, James J., flour, feed, grain.*

PITTSBURGH, PA.

Harper Grain Co., grain commission.
McCague, R. S., grain and hay.*†

ST. LOUIS, MO.

Martin Grain Co., rec. exclusively.*†
Hall Grain Co., Marshall, grain commission.*
Mangelsdorf & Bro., Ed. F., seeds.
Martin & Knowlton Grain Co., grain, hay, seeds.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Prunty, Chas. E., grain and seeds.
Toberman Grain Co., grain, hay, seeds.*†

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Custenborder & Co., E. T., carlot grain.*
Wells Co., J. E., wholesale grain, seeds.*

TIFFIN, OHIO

Sneath-Cunningham Co., grain and seeds.

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King & Co., C. A., grain and seeds.*†
Southworth & Co., grain and seeds.*†
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Goodrich Bros., wholesale grain, seeds, hay.*†

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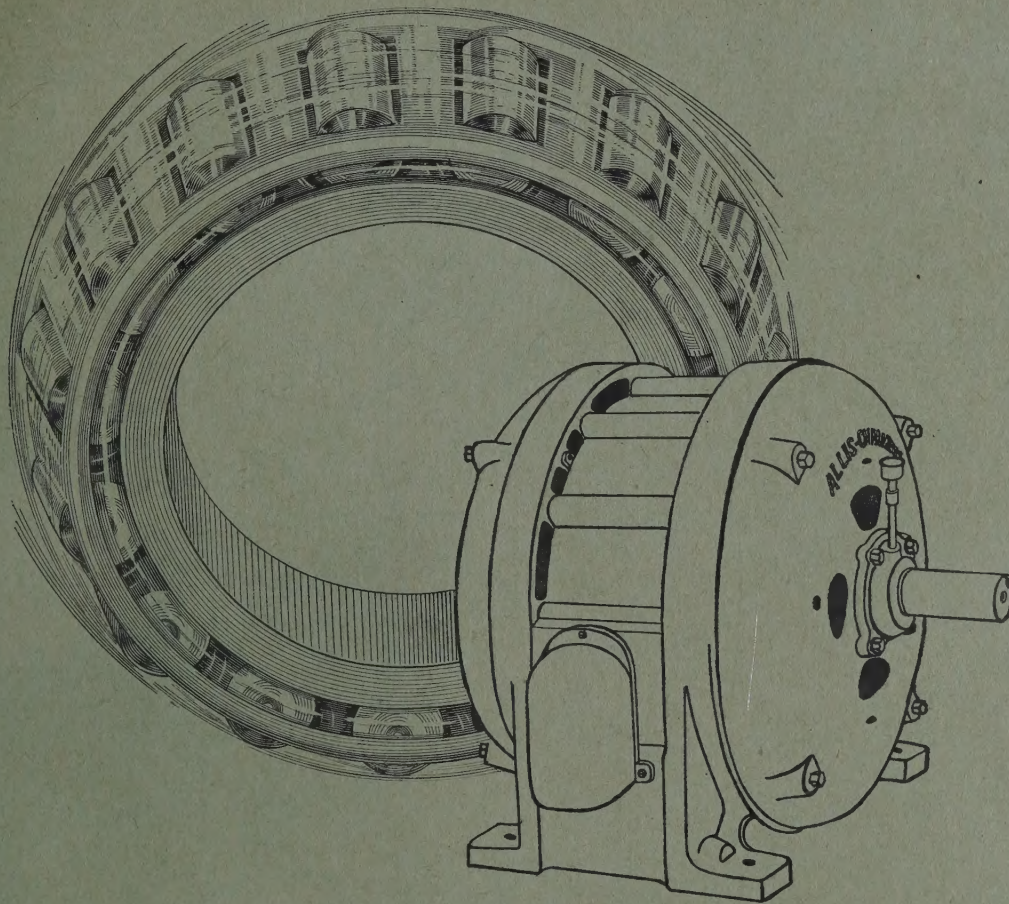
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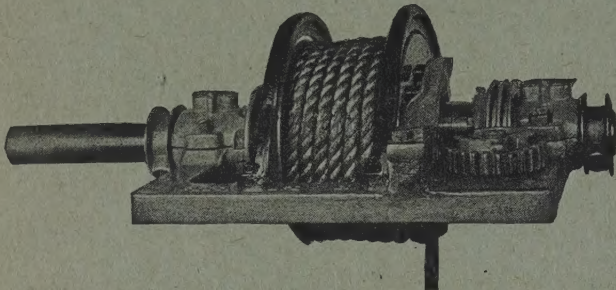
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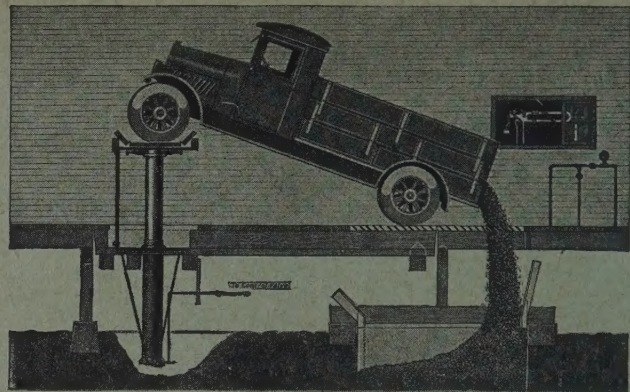
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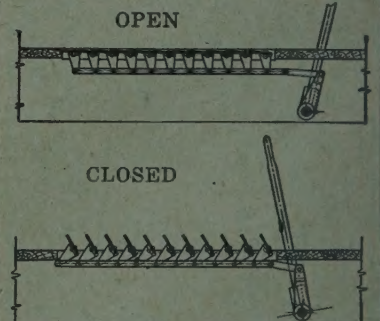
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